

FIG. 1A

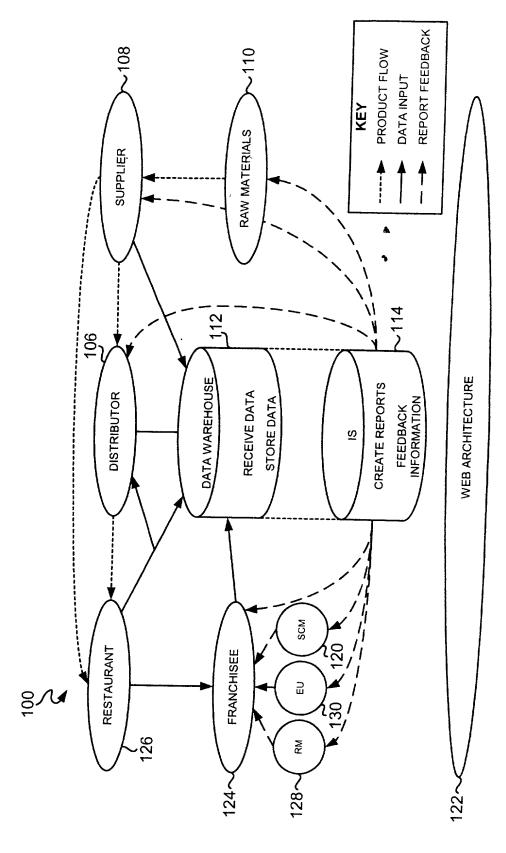


FIG. 1B

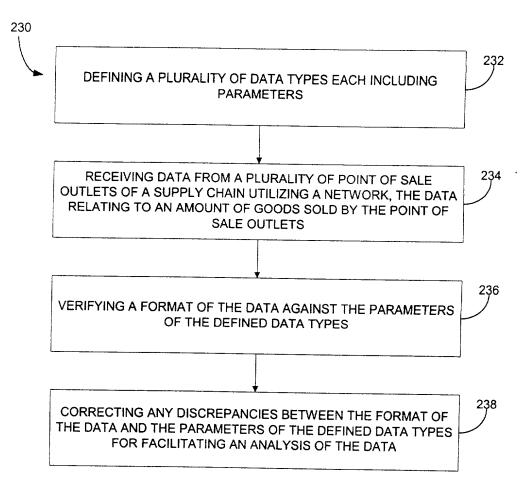


FIG. 2

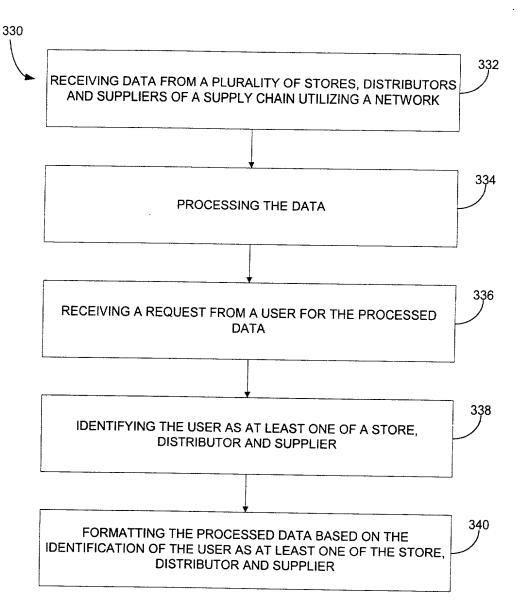


FIG. 3

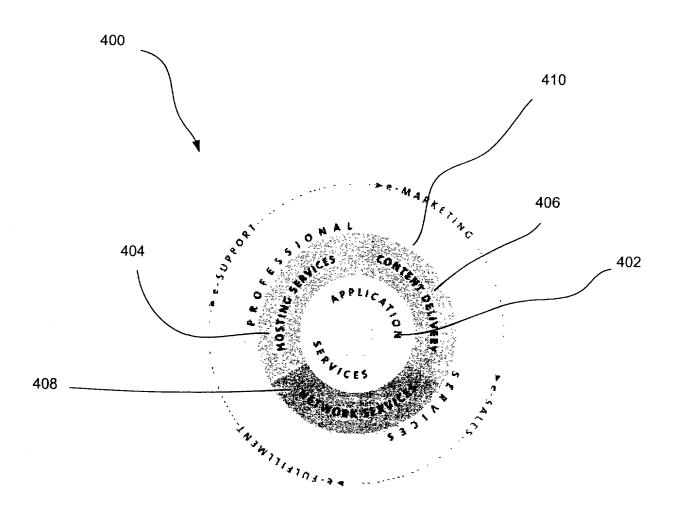


Fig. 4

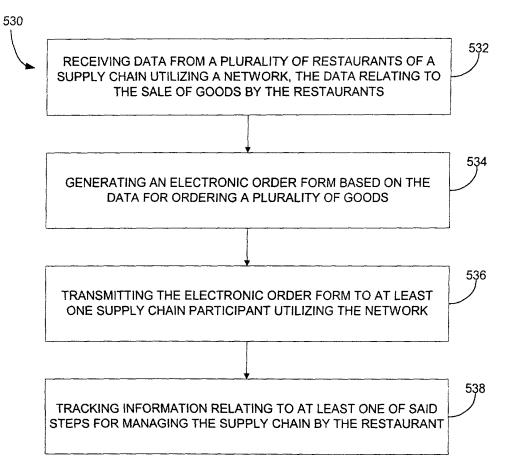


FIG. 5

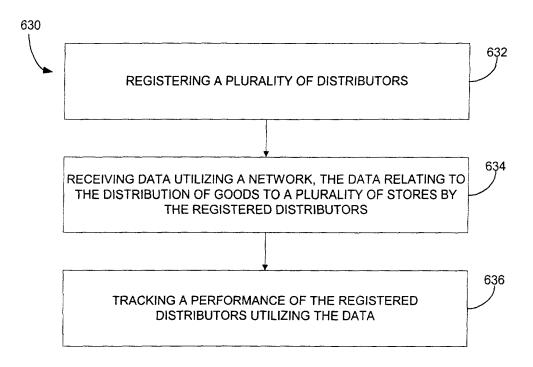


FIG. 6

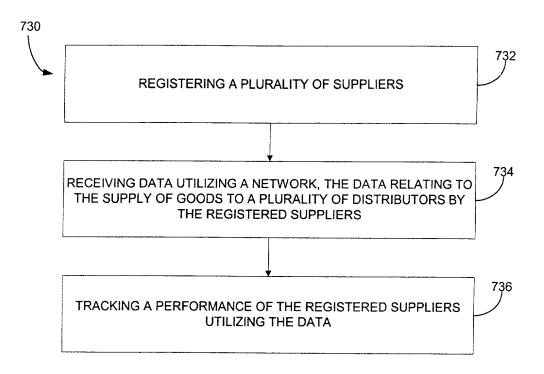


FIG. 7

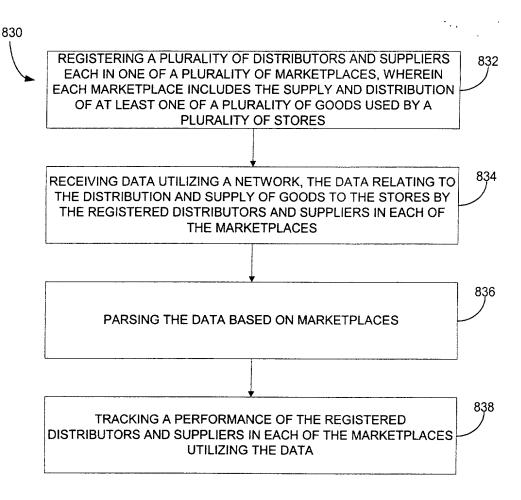


FIG. 8

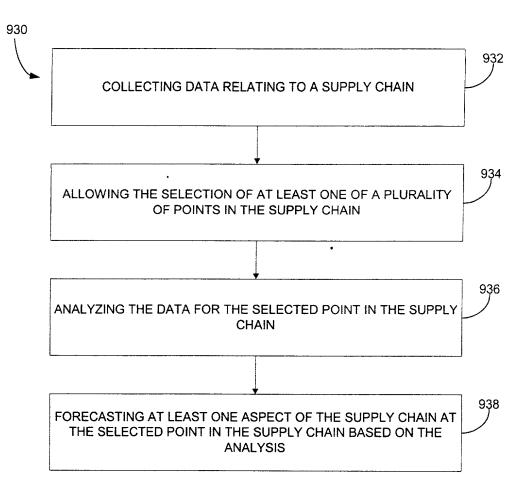


FIG. 9

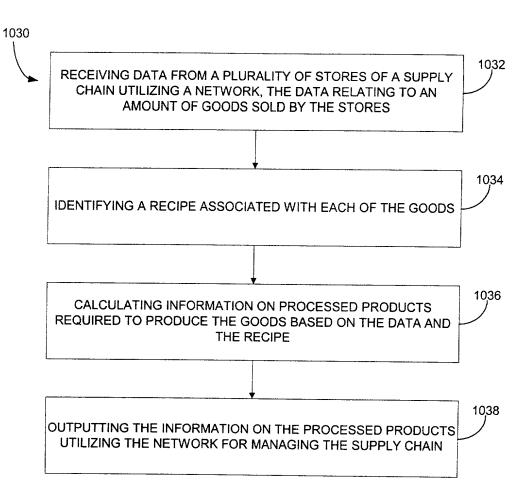


FIG. 10

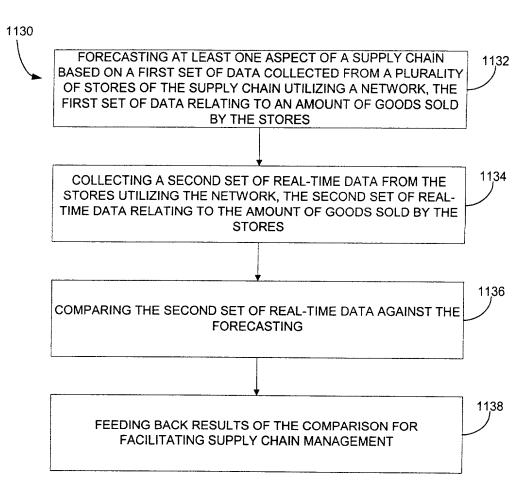
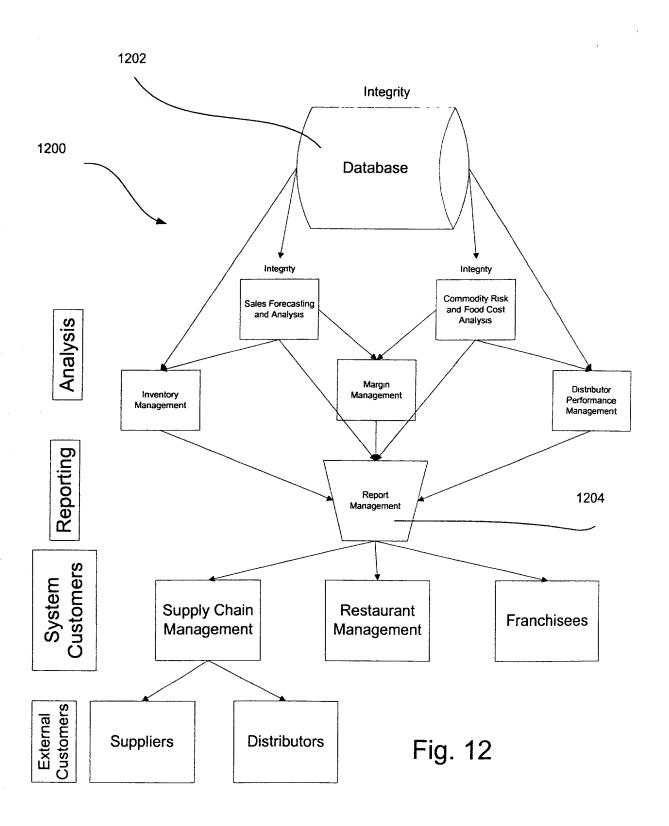


FIG. 11



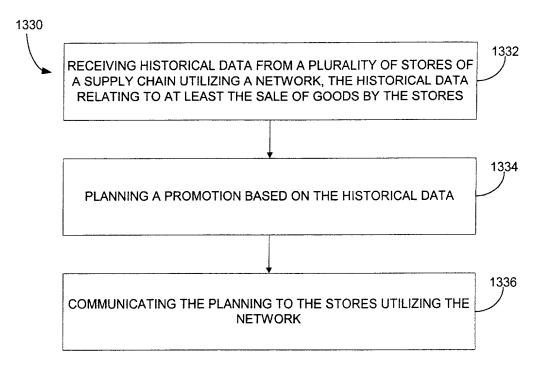


FIG. 13

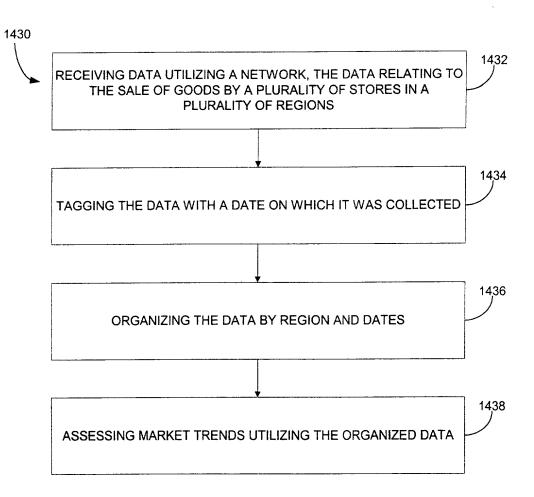


FIG. 14

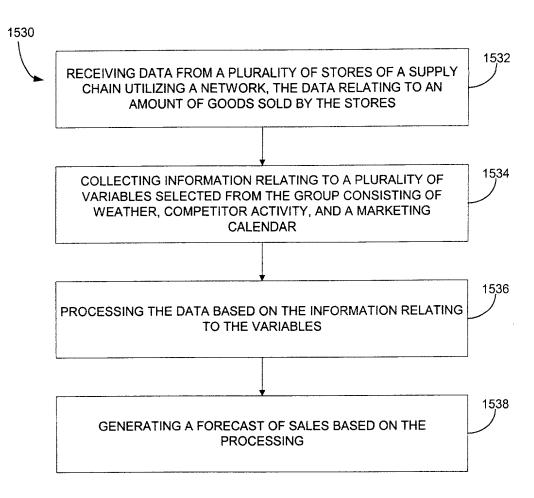


FIG. 15

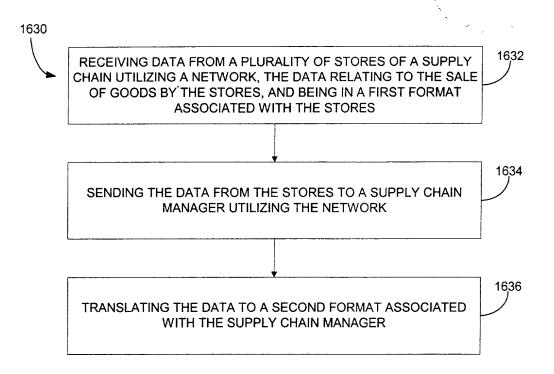


FIG. 16

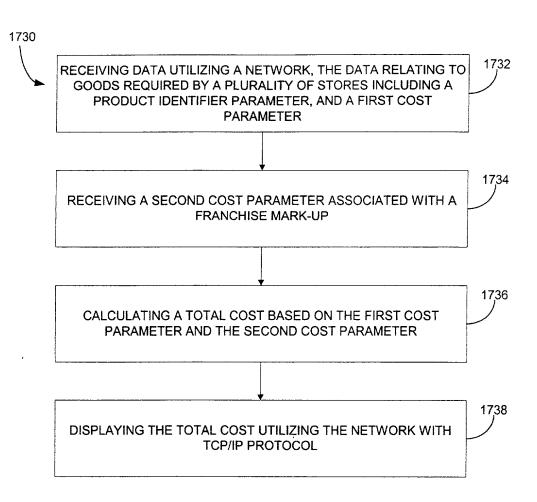


FIG. 17

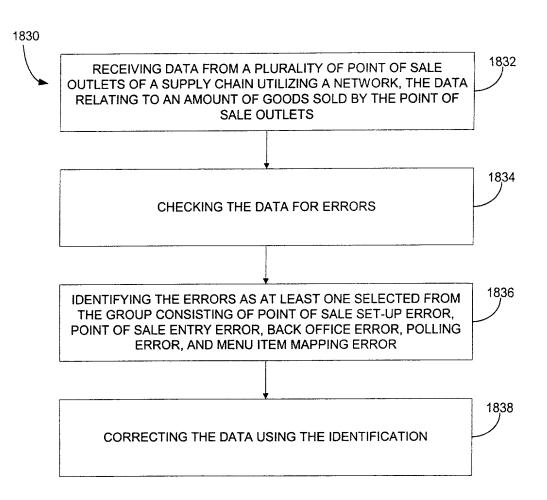


FIG. 18

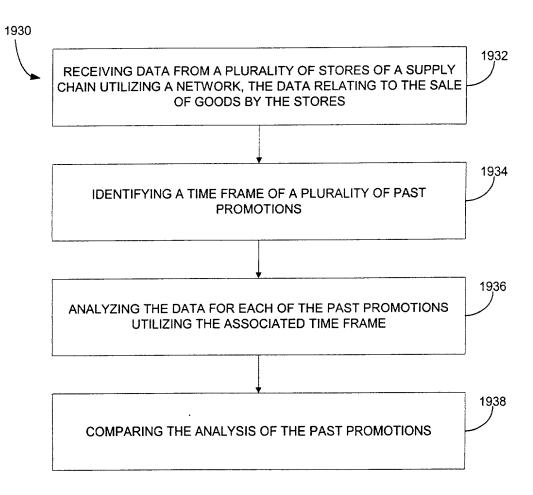


FIG. 19

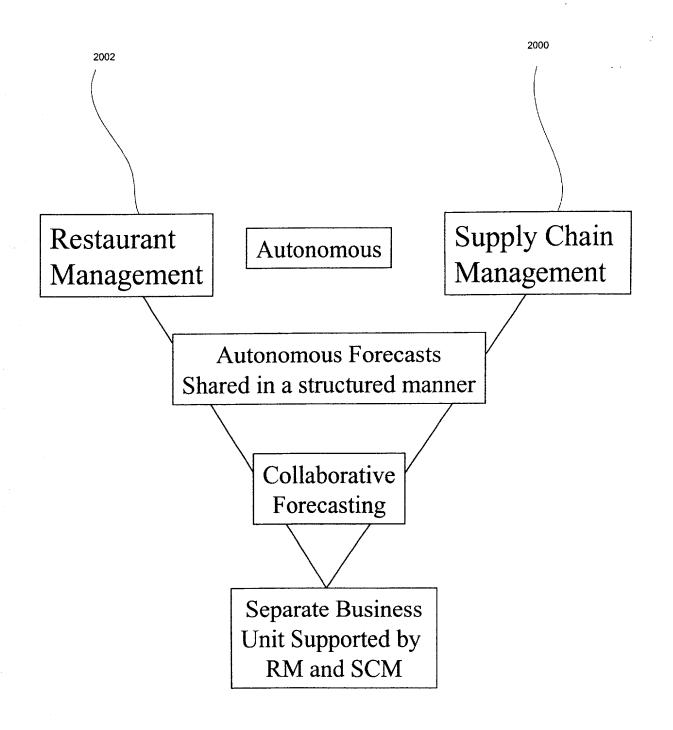
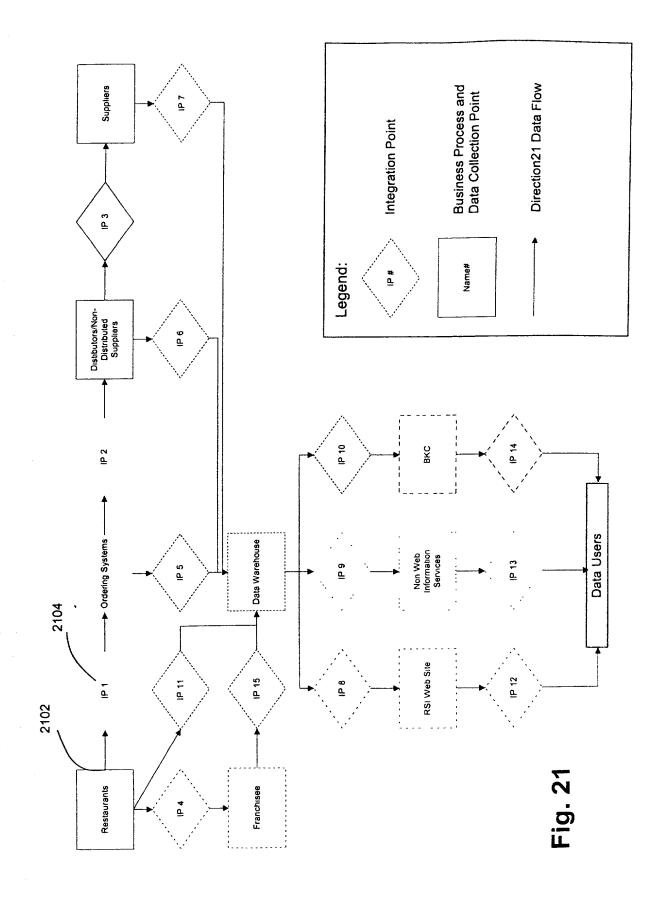
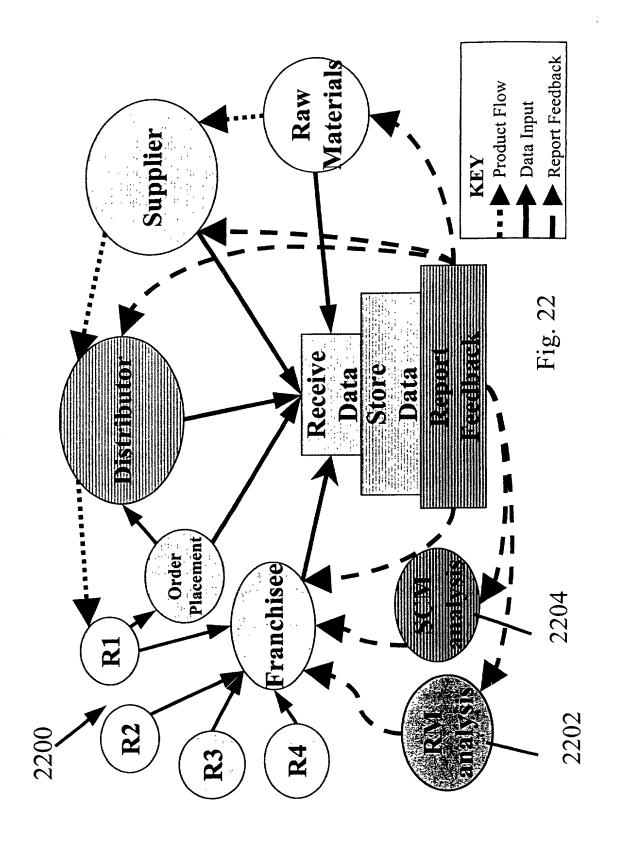


Fig. 20





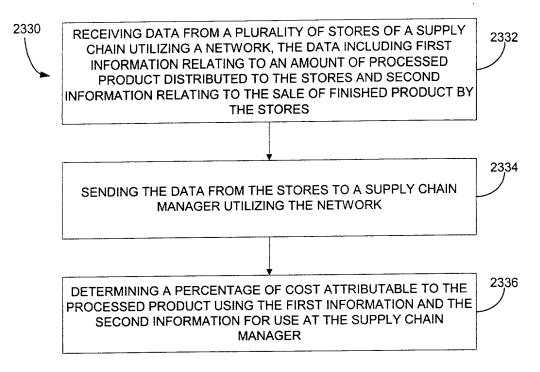
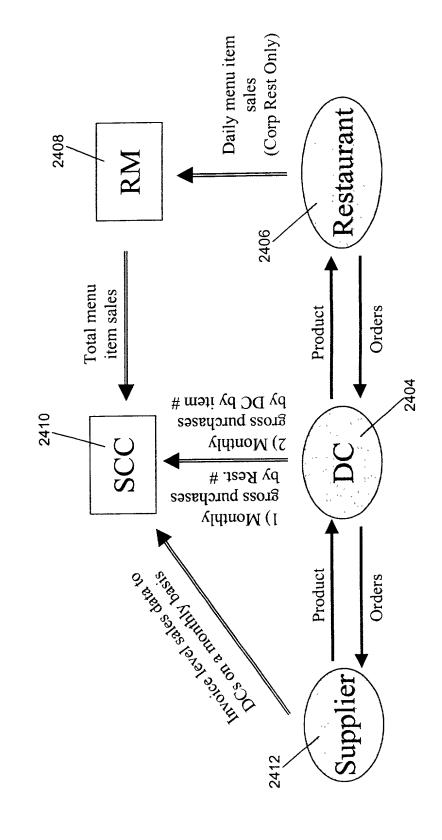
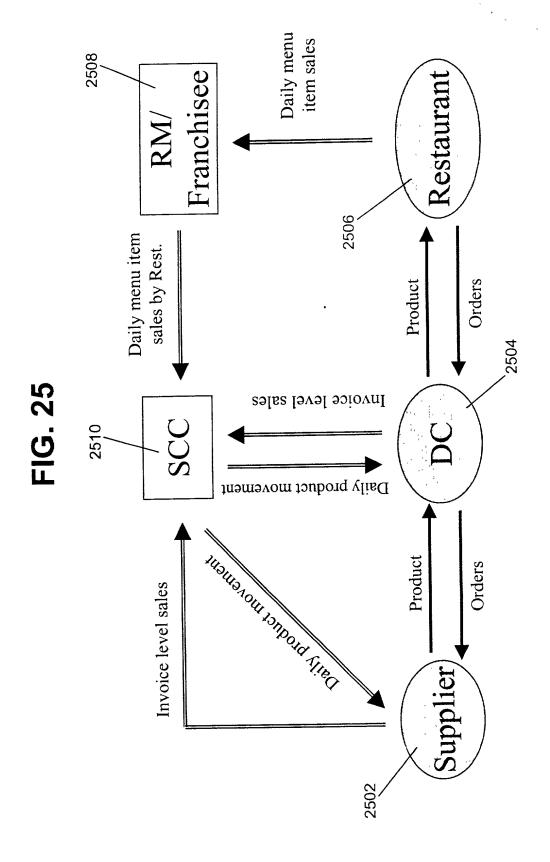


FIG. 23





2600					I	FIG. 26	26									
7	2602				Ö	U C		()	Suctors	ď	4				2604	
,				History		2 1 2	IECas		1311G	0 - 15	31011	Forecast	ast			
Week	ō	Q 2	M-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2 \	W+3 \	W+4 V	W+5 V	W+6	03	8
GRP's Ntn'l Marketing Theme																
Advertising Score																
Local Considerations Competition Index																
Weather Index																-
Sales History/Forecast Total (\$/store	/store)															
Key Products by Menu Item (units/day/store)	s/day/sto	ore)						-								
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE YWVM WHOPPERS	208 805	172 723	143 701	140 692	135 623	155 760	196 921	172 829	900	172 943	179 829	196 912	206 958	204 948	707	164 813
etc																7
	 cases/da 	ay/store	~													
Beef-Whopper 4.0 oz	10.1		7.3	7.2	9.9	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3		0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0 2	0.2
Mayo-bulk	2.8		2.0	2.0	9:	2.2	2.8	2.5	2.7	2.8	2.7	2.9	بى 1.	3.0	2.5	2.5
Pickles - Pail	6 .		. 5.3	1 .3	1.2	4.	1.7	9.	1.7	8.	1.7	æ	ر. ون	6.	4.	9. (
Wrap Whopper	0.4		0.3	0.3	0.5	0.3	4.0	0.3	0.3	4.0	0.3	4.0	4. 0	4.0	0.3	0.3
Ketchup- Bulk	6.6	6. 6	1.4	4. 6	1.2	 5.5	4. 7. 8. 0	1.7	ر 4 8 م	1.9	4. c 6. c	2.0	2.1	2.0	ر دن ا	1.7
Bun-wnopper 5" (dozen)	120.0		ر د د م	00.0	9.0 0.0	0.00	0 6 -	9.0		0.121	5. c	2.07 2.08 2.08	5 7	9.7	0.10	2.7
Lettuce - silledded Tomatoes	. 4		3. 6.	3.2	3.0	3.6) 4	0.4	, 4 i ω	6. 4	4 6	. 4 . 7	9 4	. 6	3.5	. 4
Onions - sliced	4.5		3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc								_								

FIG. 27

		Promotional Monitor - System & Regional	onal Mc	nitor -	System	& Regic	nal						
			History	2.5					Week #1	#1			
		W4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)	re)	\$23,000 \$23,500 \$23,250	523,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200 \$26,250	26,250
Menu Item Sales	Menu Item Sales for Key Products(units/restat	ırant/week			13.3			2 11.00 M. T. T.	10.8%			e da.	· *
Category	Seament												
Whopper	WHOPPERS	215	211	228	269	32	8	37	37	4	9	46	286
- - -	WHOPPERS W/CHEESE	146	142	148	162	48	20	21	2	23	35	56	165
	YWWW WHOPPERS	669	629	714	813	8	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	1 4	157	170	170	183	275	209	1,309
Variance from Ext	Variance from Expected (Highlighed Areas are Or	utside of Expected Range)	spected F	(ange)									
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
-	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	%0.6	%9.9
	YWVM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	2.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	%9·6 -	-23.4%	4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	%6.9

2/02

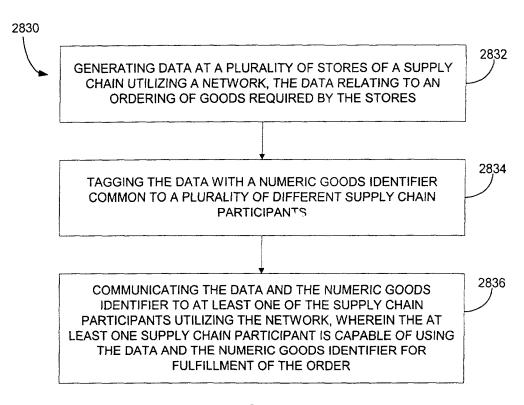


FIG. 28

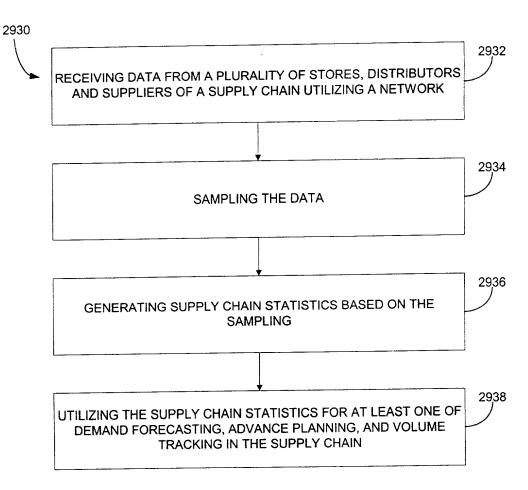


FIG. 29

3000 Distribution Center: Alliant Topeka Time Period (Month/Yr):

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

					500000
Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Not Returned
Cases:	154	89	62	284	
Percent	0.0	0.10%	%60'0	0.43%	0.0

0.86%

Total Operations

3004	Durchasing.	Out of Stocks	Substitutions	Out of Code
	Cases:	066	20	
	Percent:	1.51%	0.11%	%00.0
	Distribution Center Total:	Cases	Percent	
	Operations:	268	0.86%	
	Purchasing:	1060	1.61%	
	Grand Total:	1628	2.48%	

1.61%

Total Purchasing 1060

Delivery Order FIII Rate: 97.52%

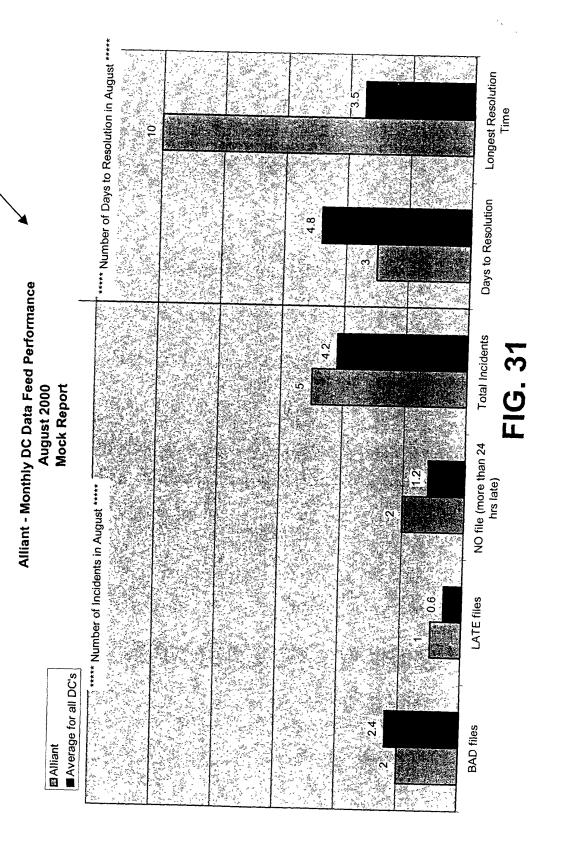
On-Time Delivery Rate

Total # of Deliveries: 1232 # of On-Time Deliveries: 0.00%

Perfect Order Rate

725 725 1 te: 58.85%	Total # of Perfect Orders: Perfect Order Rate:
es: 1232	Total # of Deliveries:

FIG. 30





Service Level Reporting August

		A CHANGE THE CONTRACT OF THE C	
Aliant-Paducan	99.14%	N. S.	
Alliant-Topeka			
Alliant Wixom	89.02%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville ***	And the probability of the second of	A Company of the Comp	
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		#DIV/0I
MBM Lewisville			i0/Aid#
MBM Orlando			10//\IQ#
MBM Rocky Mount	99.13%		ιο/ΛίΟ#
McCabe's			
McLane Lubbock	i0/AIG#	#DIV/0i	#DIV/0I
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	85.42%	#DIV/0I	
PYA/Monarch	99.20%	And the second s	
Reinhart-Cedar Rapids	89.05%		
Reinhart-Oak Creek	99.31%	A Comment of the Comm	
Reinhart-Rogers	A STATE OF THE PARTY OF THE PAR		
Restaurants NW	%60'66	0.00 (1/2 (1/2 (1/2 (1/2 (1/2 (1/2 (1/2 (1/2	674 7% - 60.47%
Shamrock Commerce City			36 (198) 13% 13% 13%
Shamrock Phoenix	98.81%		
Sygma Harrisburg	The second secon		
Sygma Stockton			
Sysco			

80.00%	%00.06	89.50%	RSI Min
78.00%	%00.06	98.50%	BKC Min
Perfect Order	On - Time	Fill Rate	

OK Didn't meet RSI Min Didn't meet BK Min

FIG. 32

Vendor:

Time Period:

XYZ Company

Aug-00

3300

3300

Delivery Statistics:

95% On-Time Delivery Percentage DC Adherence to Lead-Time DC Requested Lead-Time Hours Delivery Late Days Delivery Late

95% 0.93

Inventory Management:

Average Days On Hand Max Days On Hand SKU #2 SKU#1

SKU#1 SKU #2

32

42,513

Monthly Carrying Cost Average as % FOB SKU #2 SKU#1

12,589 .25%

Invoice, Payment and Pricing:

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

3,594 33,746

30,152

97.25%

Invoice Accuracy:

Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

99.00%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance

August 2000 Mock Report 3400\

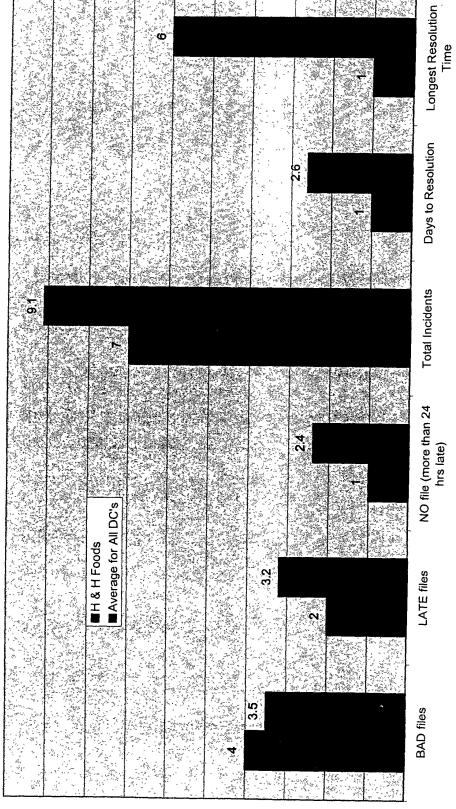


FIG. 35

Service Level Reporting November - Mock Report

	Overcharge	Percentage % Invoice FOB
ODIES DE LE CONTROL CONTROL DE LA CONTROL DE	The second secon	
MARK INSTRUMENTS, INC.	Part of the state	The policy of the control of the con
ITEFORD FOODS, INC.		The second secon
PAGE BAKERY / COUNTRY KITCHE		Sending and Committee collaboration of an account to the first of the Committee of the Comm
R-SYSTEMEDIA	Section with the section of the sect	The second secon
SNATURE MEATS GROUP	The state of the s	de de la companya de La companya de la companya de
HWEBEL'S BAKING CO	A Committee of the Comm	1
UI CUP THE WASHINGTON TO SEE SHANNING THE		helica (An E. Adade and A. 2006 Shifted Mad Mad Mad Mad Francis - Mad Francis de Angeles (An Angeles A
2A PLASTICS		Land and the second
(IE PRODUCE & PACKAGING 🖈 🕾		
R-LAKE, INC.		Responsible of the control content of the control o
RT JAMES OPERATING COMPANY		
ESH ADVANTAGE, KO 😁 🐣 😘 🕁	personne de la companya de la compa	And the state of t
VER KING - MN - CORP		
SON FOODS	And the second s	
ADY ACCESS		The Color on the Color of the C
ORGIA PACIFIC TISSUE		
OUGHERTY PACKING		The second secon
VERAGE - AIR	Carlotte and the contraction of the carlotte and the carl	Shifter of the second of the second control of the second
IMPONENT HARDWARE GROUP, INC.		
CA - COLA USA		
ASTMASTER		4 10 20 5 5 6 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
ZANT COUNTY FOODS		10 00 00 00 00 00 00 00 00 00 00 00 00 0
ESH EXPRESS		MARIE Anales of the Comment of the C
YLOR FARMS		
DDULAR DISPENSING SYSTEM	The state of the s	to.
INTURY PRODUCTS, LLC	Section of the sectio	Reddyle (Ida) yn Labor, yn befannslyddingalair (raid ardendlau fi Belli VIII o'r i saello nae Commenter ar tha
1SF PACKING COMPANY		

Overcharge Percentage % Invoice FOB RSI Min \$5,000.00 92.00% 3.00%		Monthly I otal	Perfect Order	Monthly Carrying
fin \$5,000.00 92.00%		Overcharge	Percentage	% Invoice FOB
	RSI Min	\$5,000.00	92.00%	3.00%

S OK	Distant Control Min	
	The state of the s	

3600

Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0.30						
Total Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

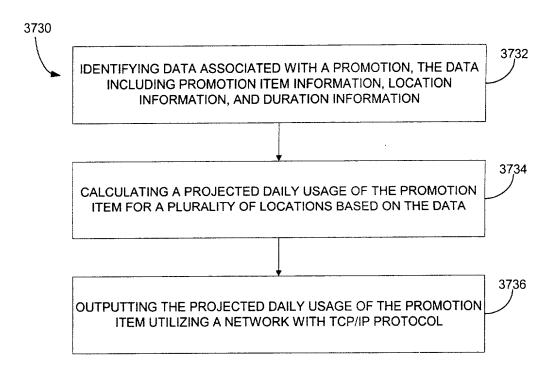


FIG. 37

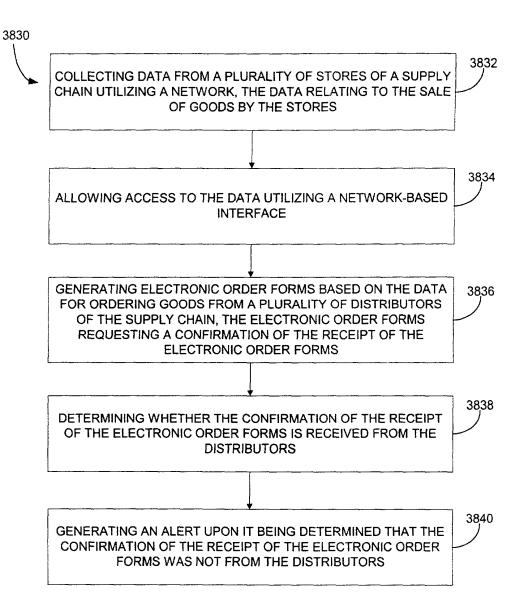


FIG. 38

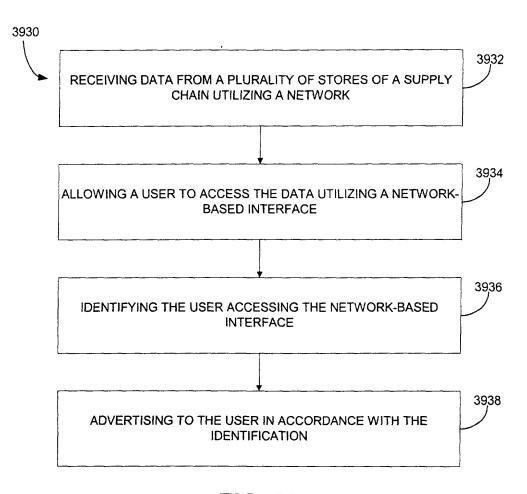


FIG. 39

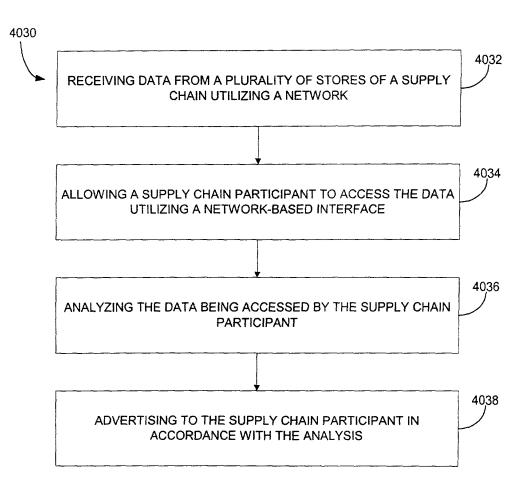


FIG. 40

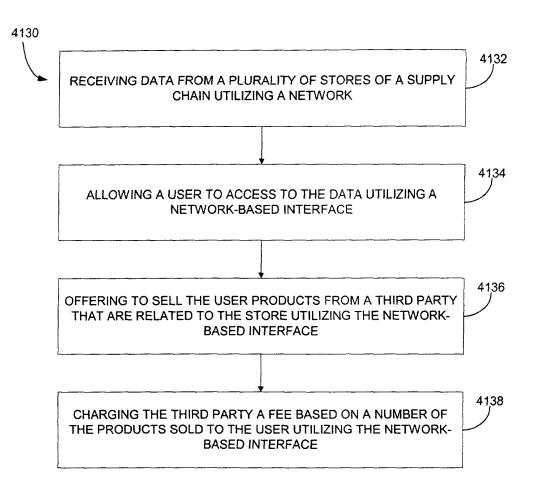


FIG. 41

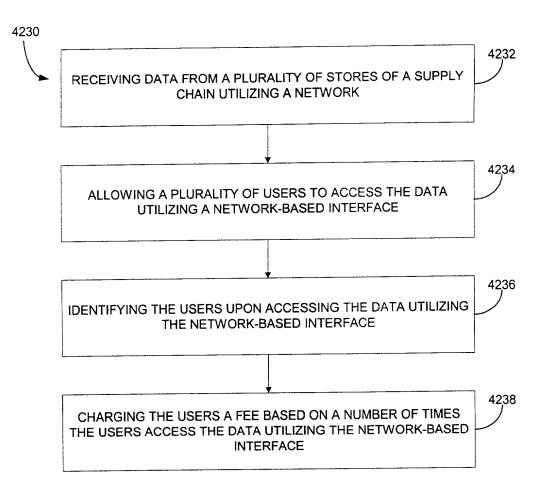


FIG. 42

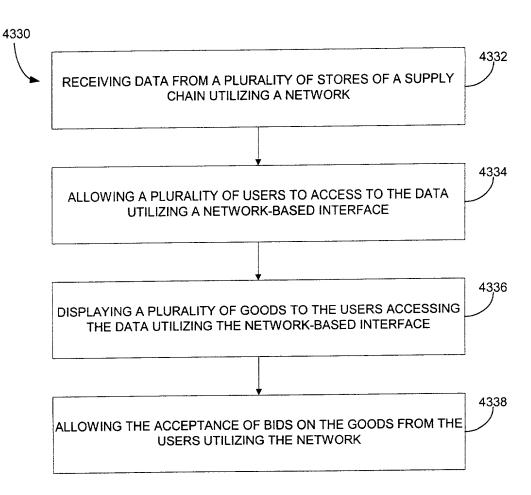


FIG. 43A

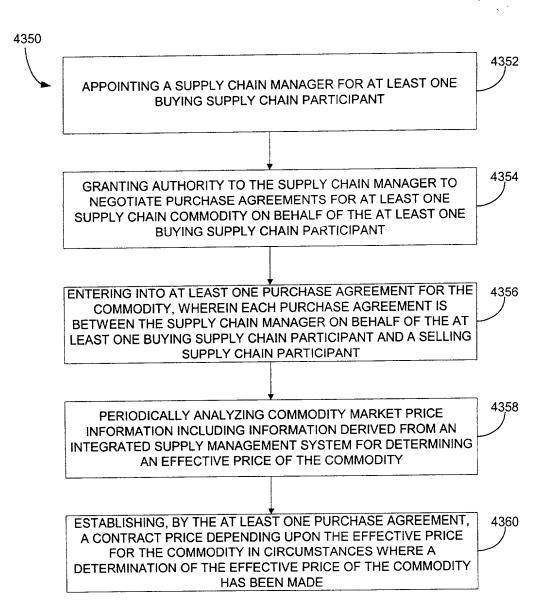


FIG. 43B

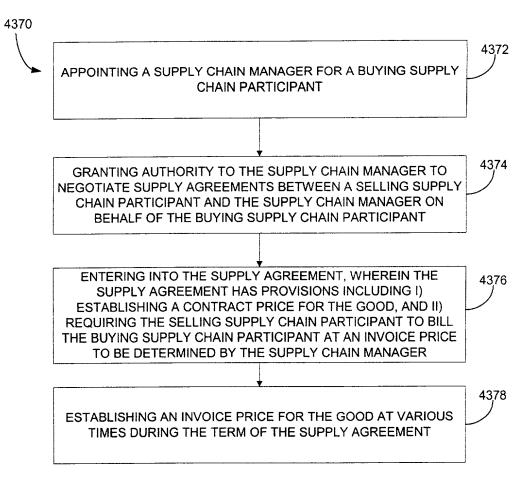


FIG. 43C

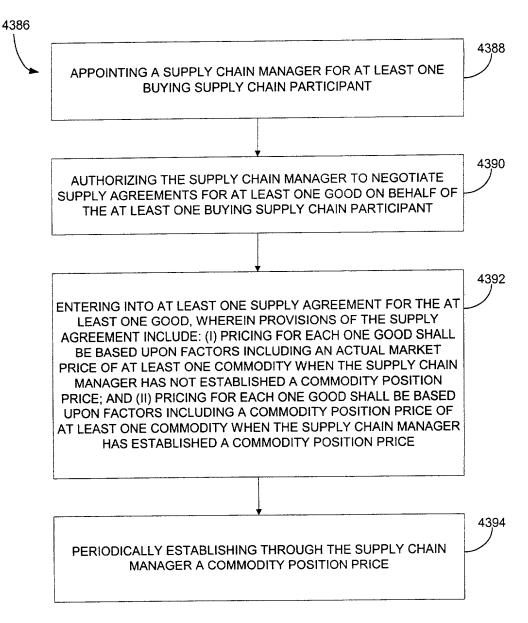


FIG. 43D

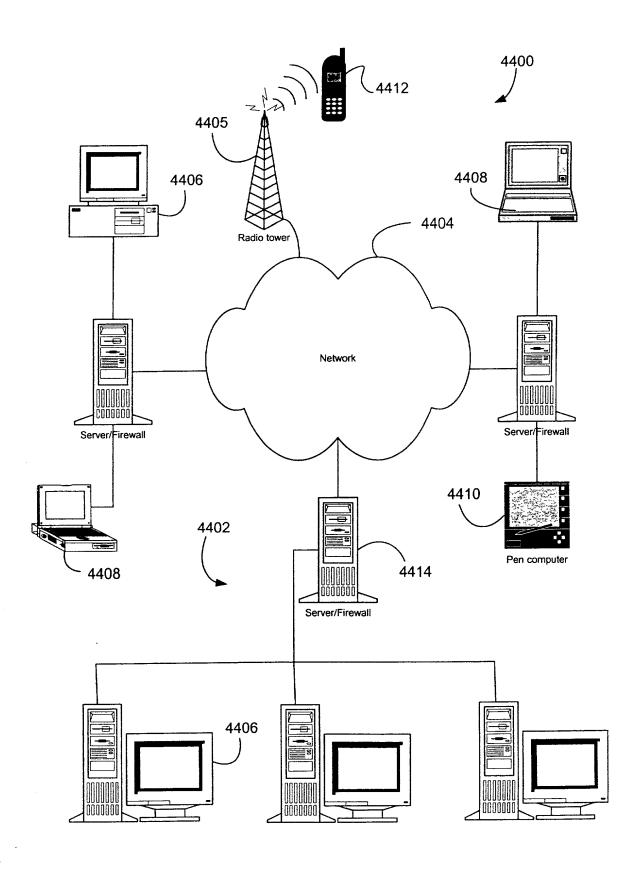


FIG. 44

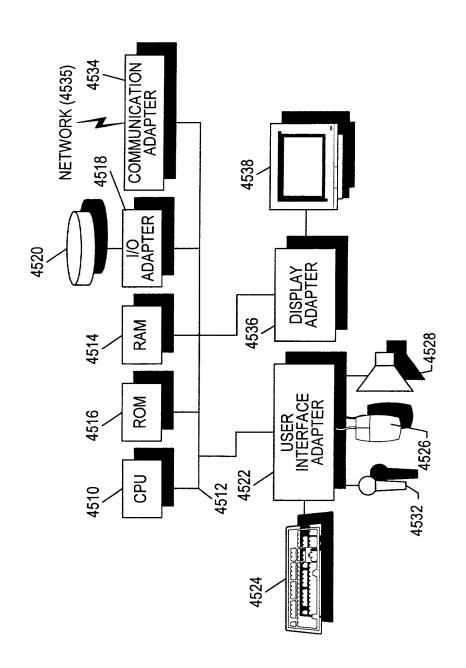


FIG. 45

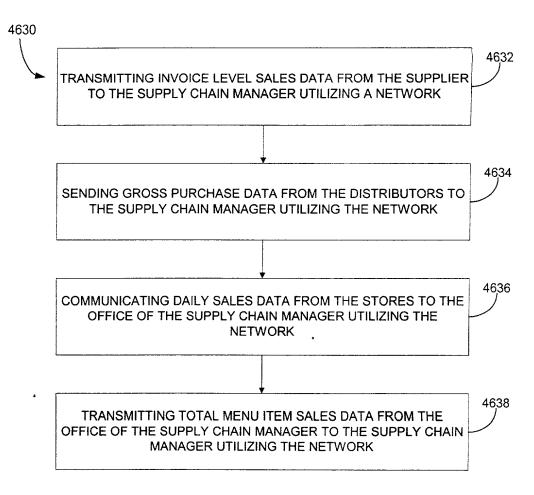


FIG. 46

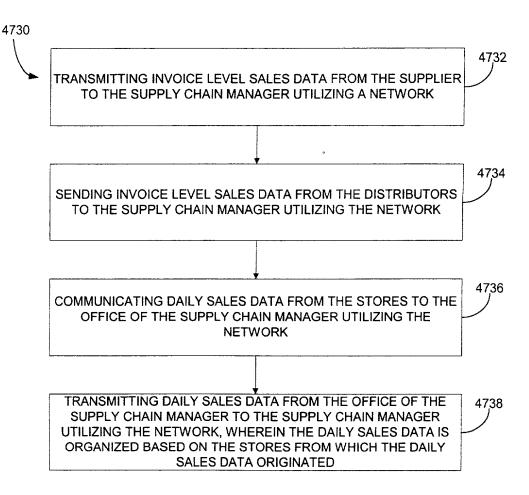


FIG. 47

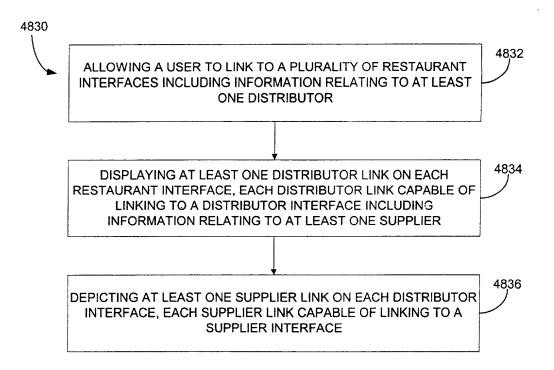


FIG. 48

\$\$ - Links \$ 4900 The state of the s BURGER KING® System Independent Purchasing & Distribution Service Co-op Enter Site Corporation, food and packaging suppliers, marketing agencies, he vast majority of products used by the U. S. BURGER KING RSI was founded in 1991 as the exclusive purchasing agent for system. Its primary purpose is to leverage the buying power of providers to streamline and improve the supply chain efficiency ອີ່ປຸ່ນເກີກີເອີກີເ," distribution and related services on behalf of more BURGER KING restaurants to achieve favorable contracts for franchisees, elected by region, one Burger King Corporation Franchisee Association. The cooperative maintains a close Restaurant Services, Inc. (RSI) is an independent memberfood, packaging, premiums, promotion products, supplies, representative and one member appointed by the Minority equipment vendors, distributors and information systems RSI's Board of Directors is comprised of BURGER KING owned purchasing cooperative serving BURGER KING® respective roles and responsibilities outlined in a formal RSI works closely with restaurant owners, Burger King working relationship with Burger King Corporation, with Tg. Restaurant Services, Inc. 4904 restaurant owners in the United States Password than 8,300 restaurants. Operating Agreement. Restaurant Services, Inc. - Microsoft Internet Explorer About RSI User Name * Iranchisee Addiese (2) http://www.rsiweb.com/home/index.asp 4902 NFA link General Information Contact Information _eqal_Information More About RSI Map/Directions DXC INY 크

FIG. 49

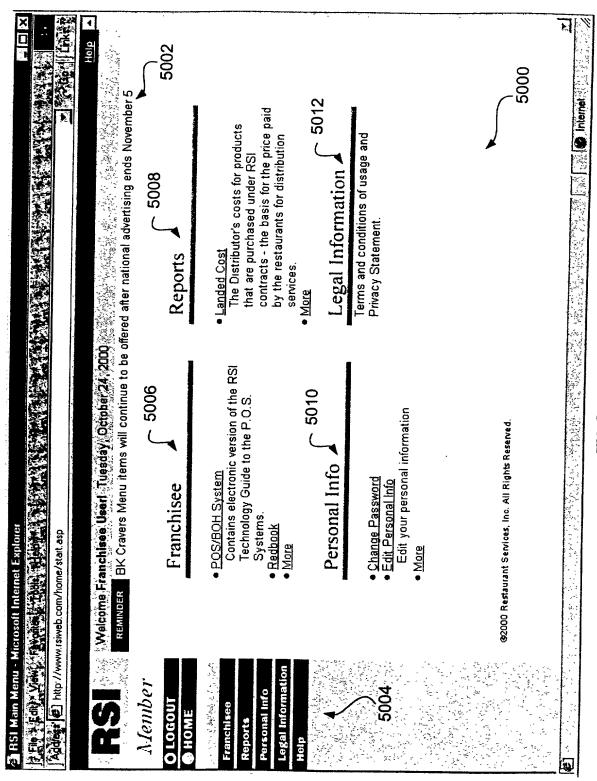


FIG. 50

战戰

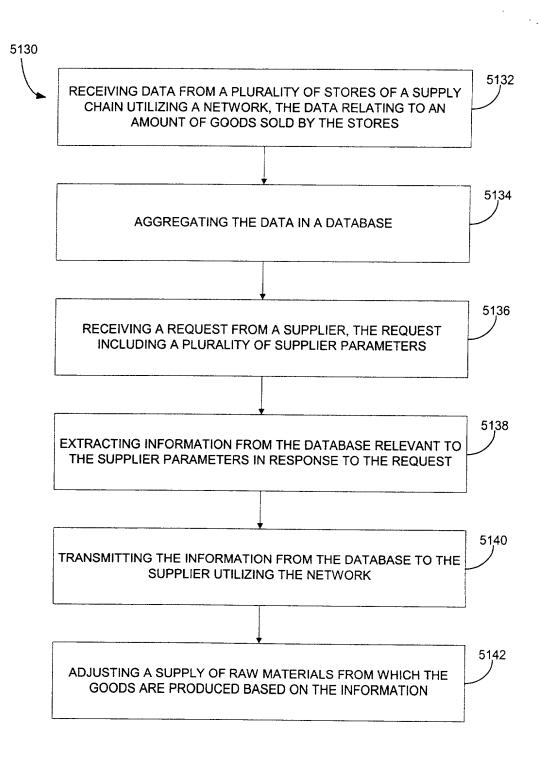


FIG. 51

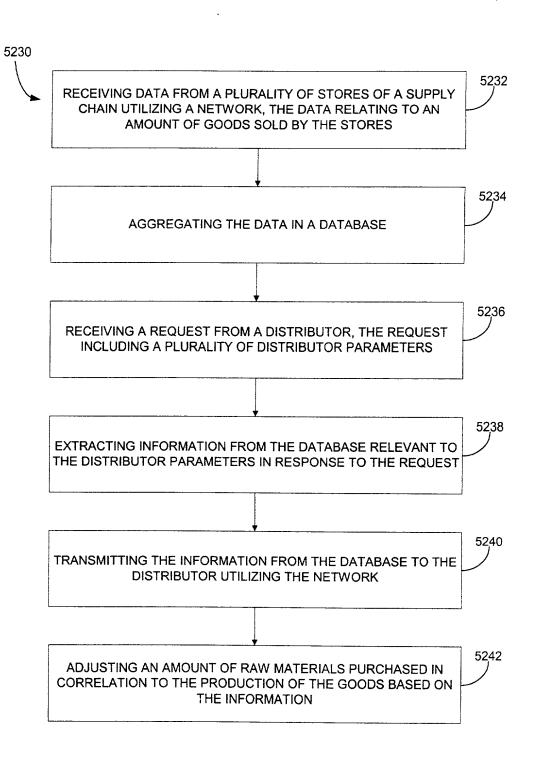


FIG. 52

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FIG. 53

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FIG. 54

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FIG. 55

Holp Holp	2600		•	Report Contact: Robert Harris	Contact Number: 305-529-3409	ing and use by Franchisee User. If you report is strictly prohibited.	DC Cost Markup Rest Cost	\$21.27 \$1.67 \$22.84	\$5.87 \$1.67 \$7.44	\$44.50	\$29.78 \$1.57 \$31.35 \$7.81 \$ \$1.07 \$ \$0.38	\$6.41 \$1.67 \$7.98 💌
nt Landed Cost Verification Report - Microsoft Internet Explorer	Landed Cost Report	Restaurant Number: 0003473 🛣 Date: 10/22/00 🦫 Rettevel	Printer Friendly Version Restaurant Landed Cost Verification Report	Report Date: Sunday, October 22, 2000 Restaurant Number: 0003473	Distribution Center: REINHART - CEDAR RAPIDS, IA	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	RSI Nem DC Nem No RSI Nem Description	10340 4438 FEGISTER TAPE-THERMAL 2/26"X 105"	12860 3586 SUGAR SUBSTITUTE-PINK PKT 2000 CT		20940 4281 WRAP-LOCAL OPTION 24340 SAUCE BULK MAYDNINAISE	4270 WATER-ICE MOUNTAIN 5L
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FIG. 56

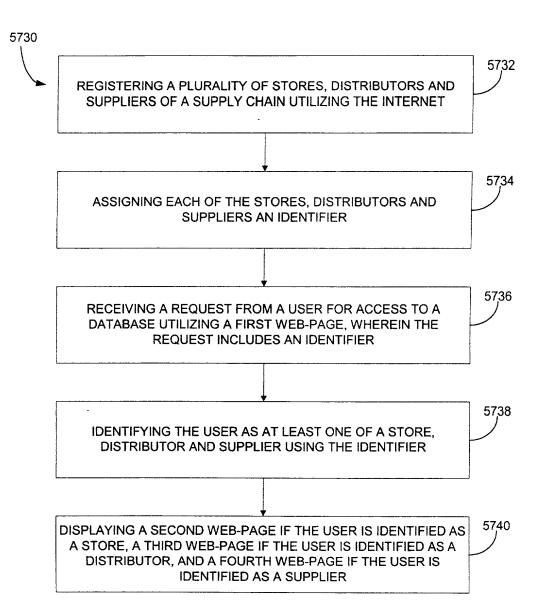
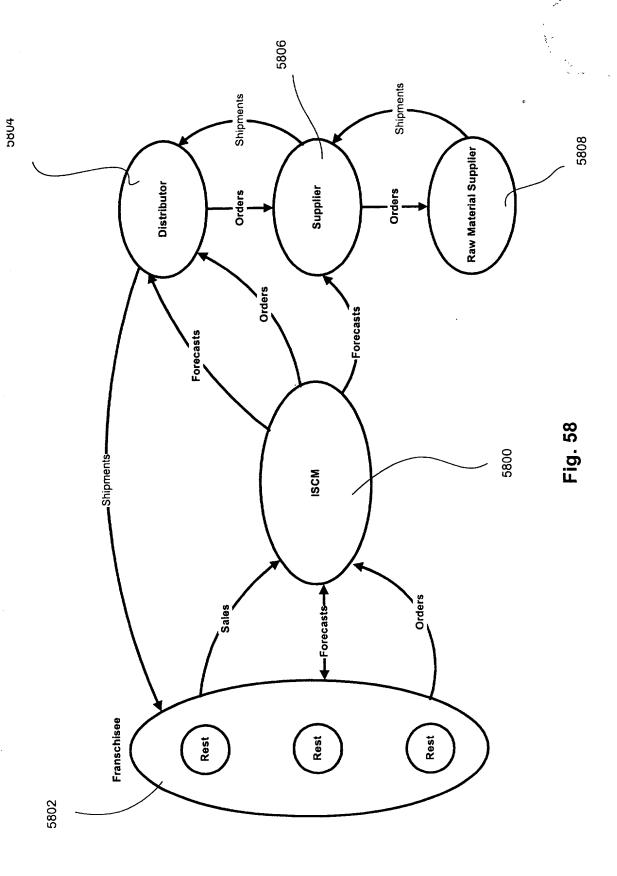


FIG. 57



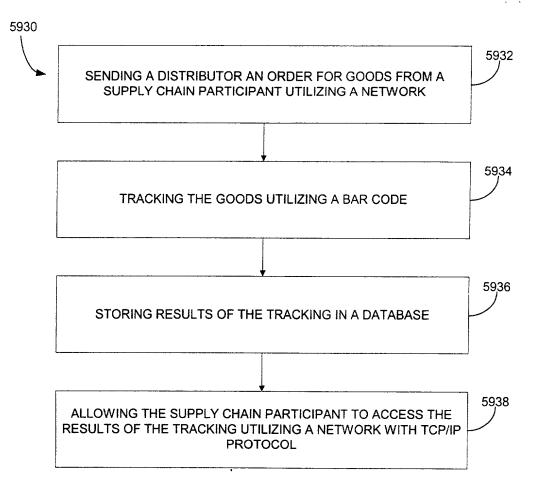


FIG. 59

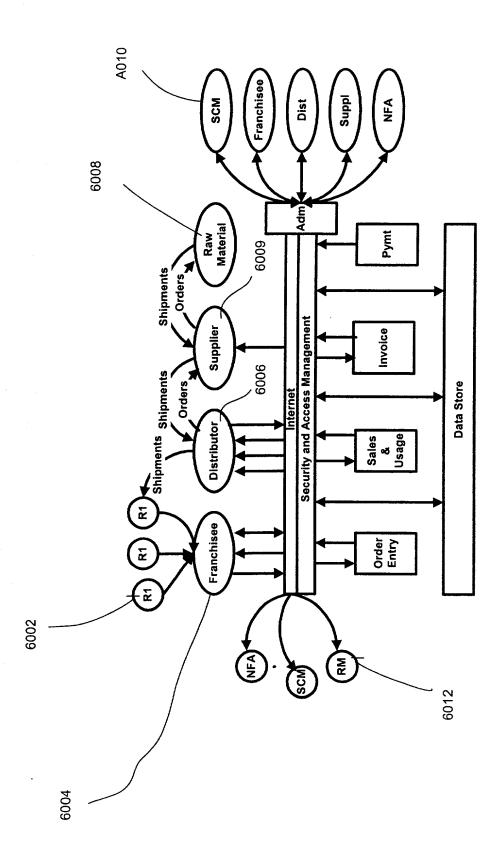
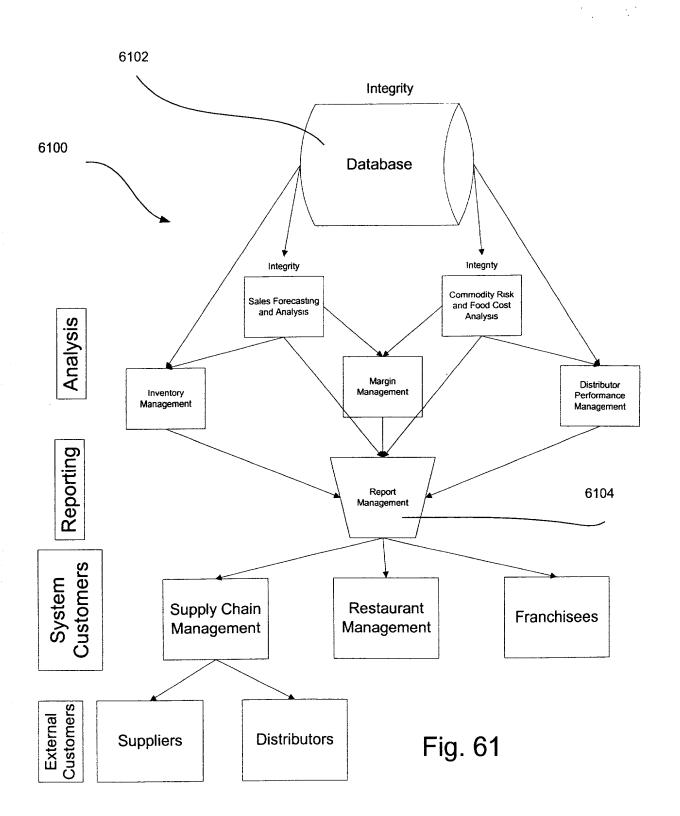


Fig. 60



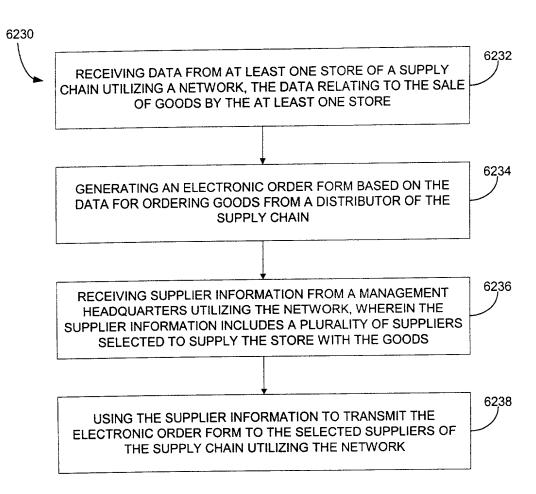
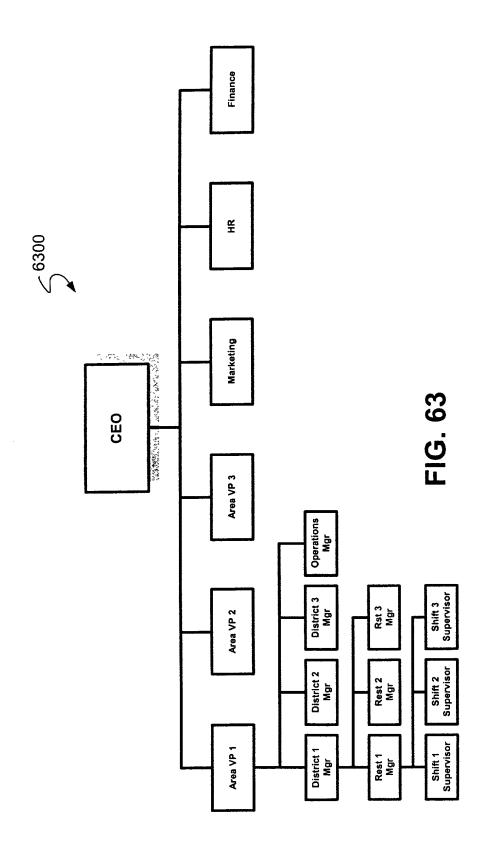


FIG. 62



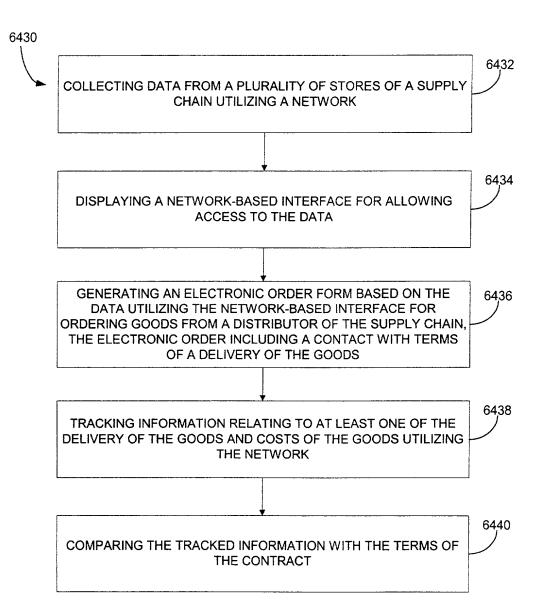


FIG. 64

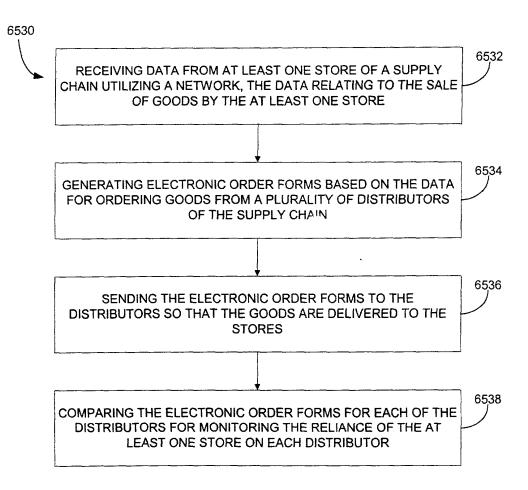


FIG. 65

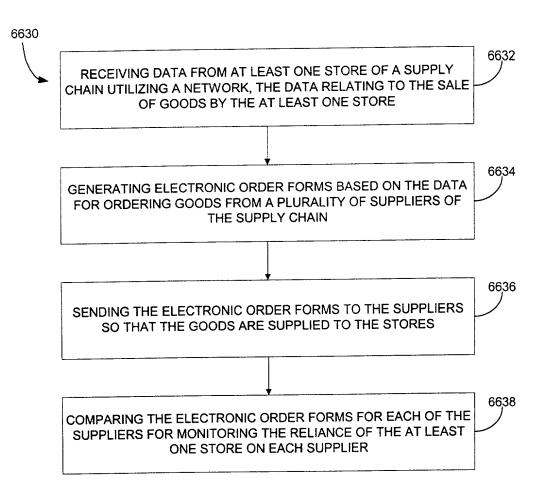


FIG. 66

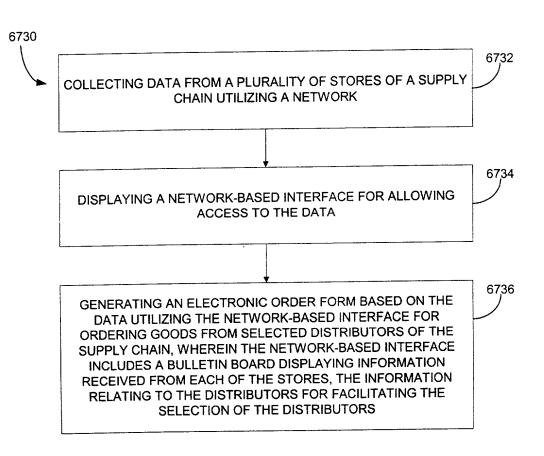


FIG. 67

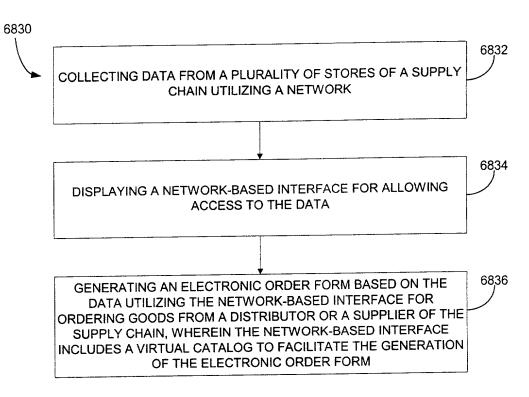


FIG. 68

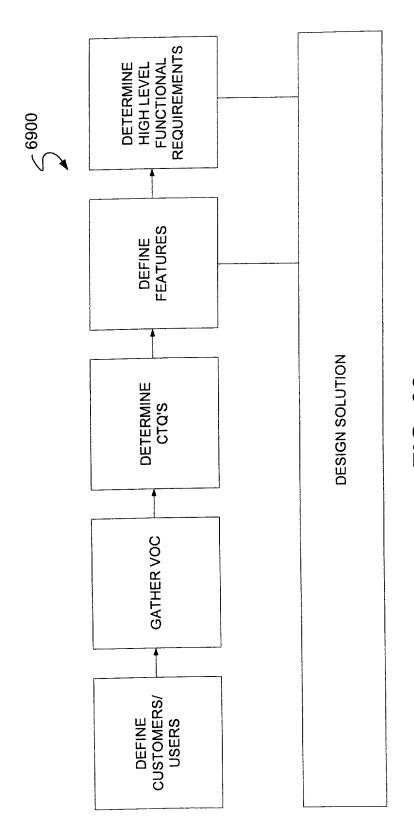


FIG. 69

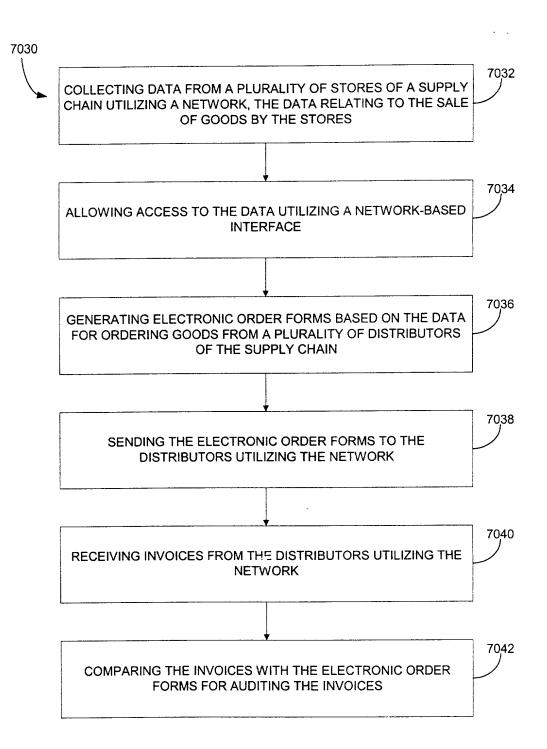


FIG. 70

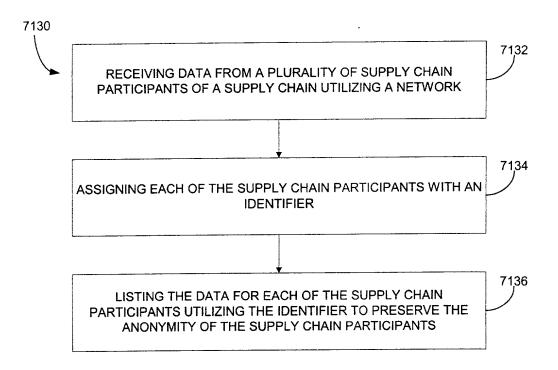


FIG. 71

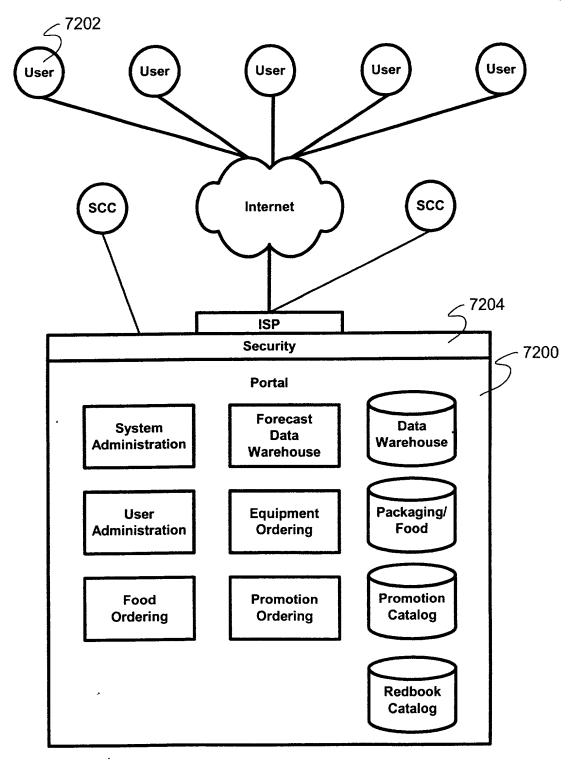


FIG. 72

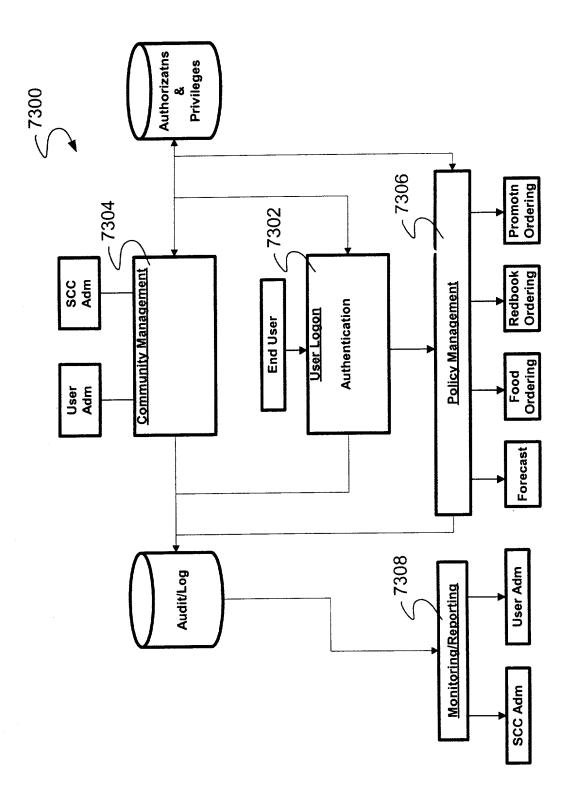


FIG. 73

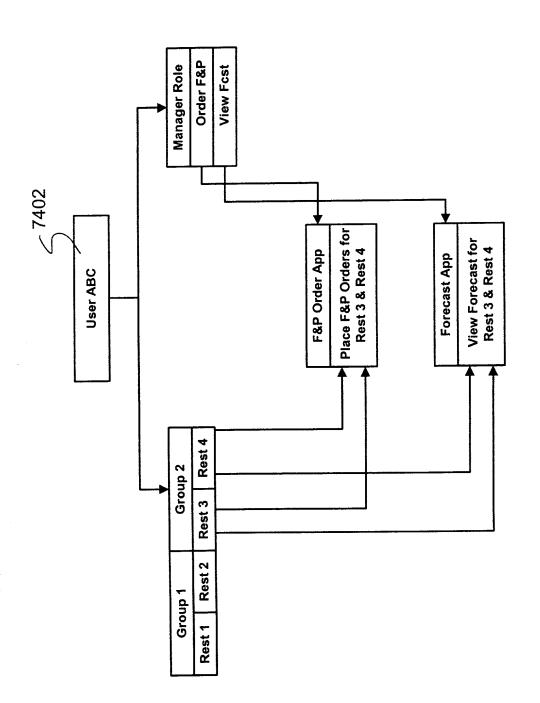


FIG. 74

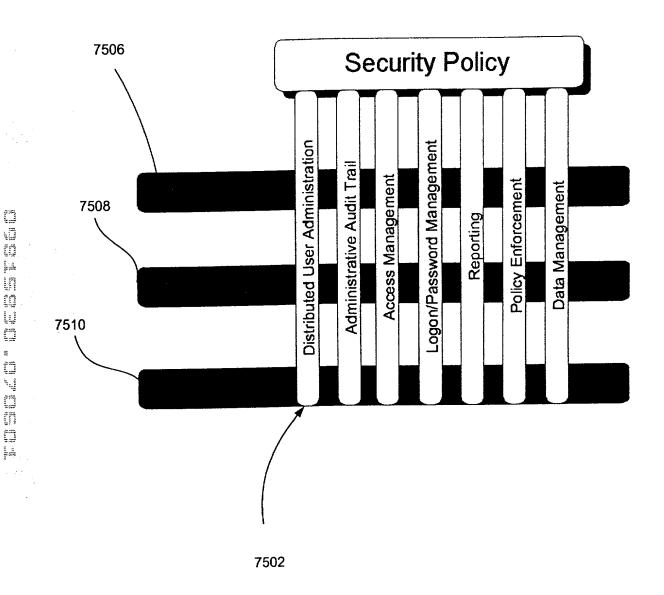


Fig. 75

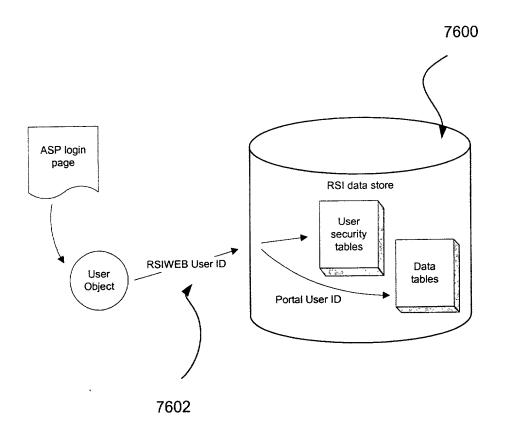


Fig. 76

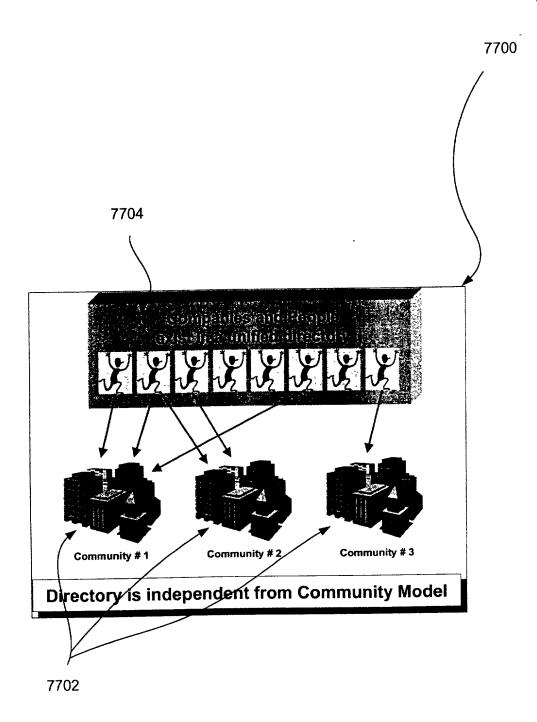


Fig. 77

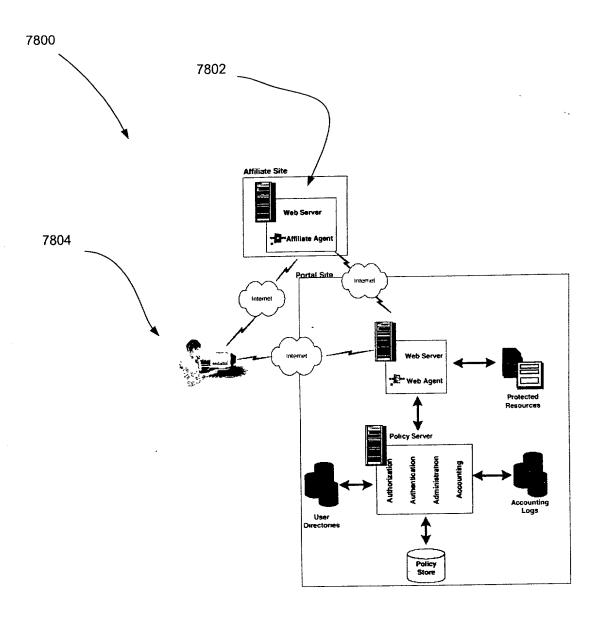
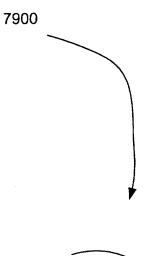


Fig. 78



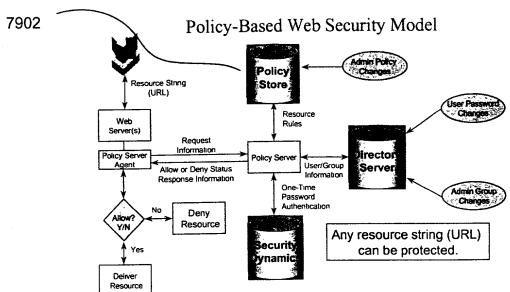


Fig. 79

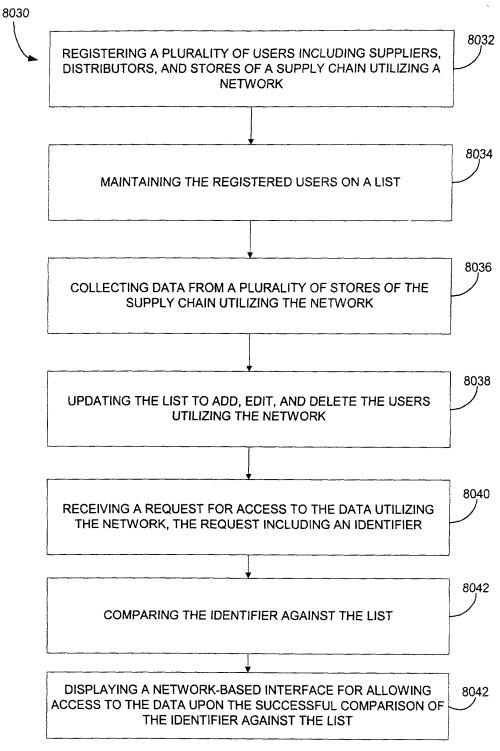


FIG. 80

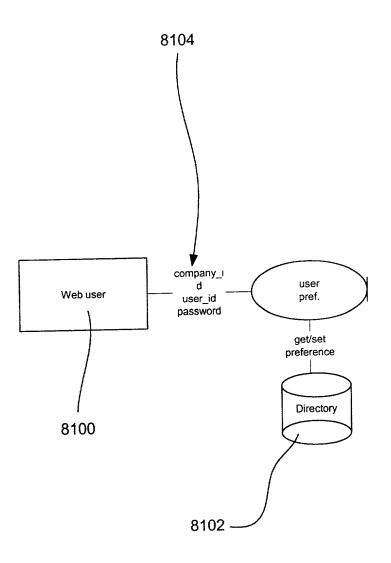


Fig. 81

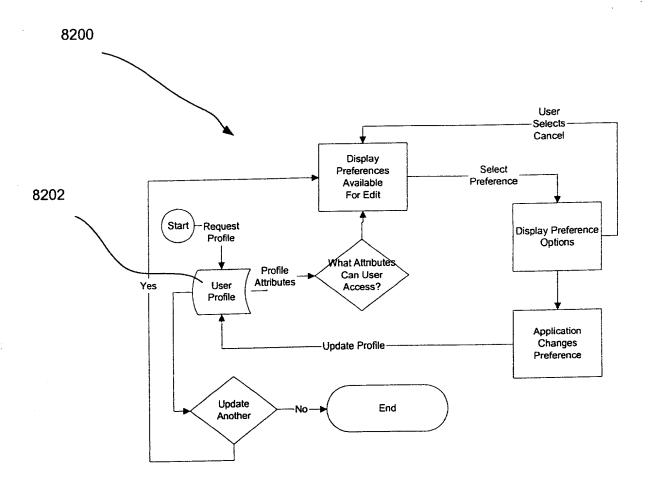


Fig. 82

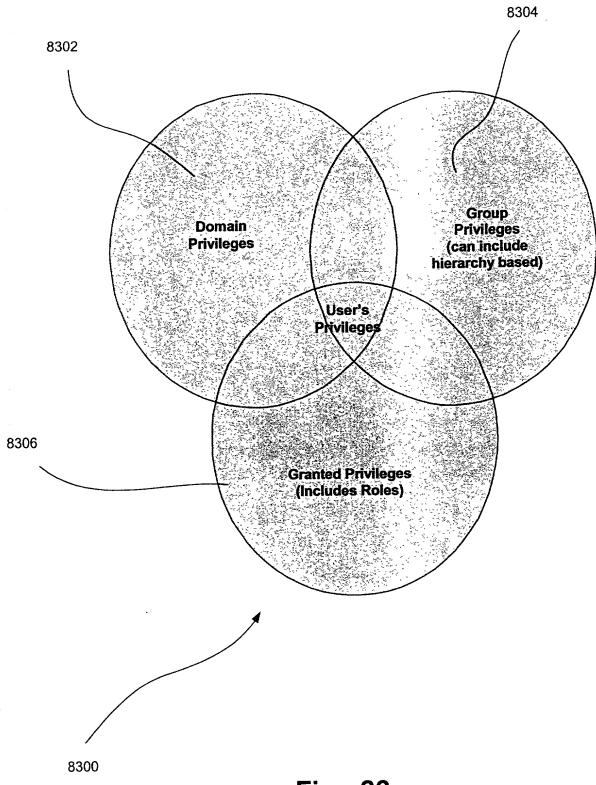


Fig. 83

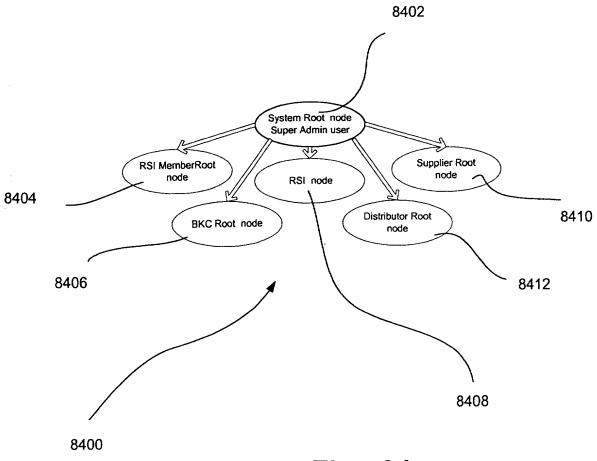


Fig. 84

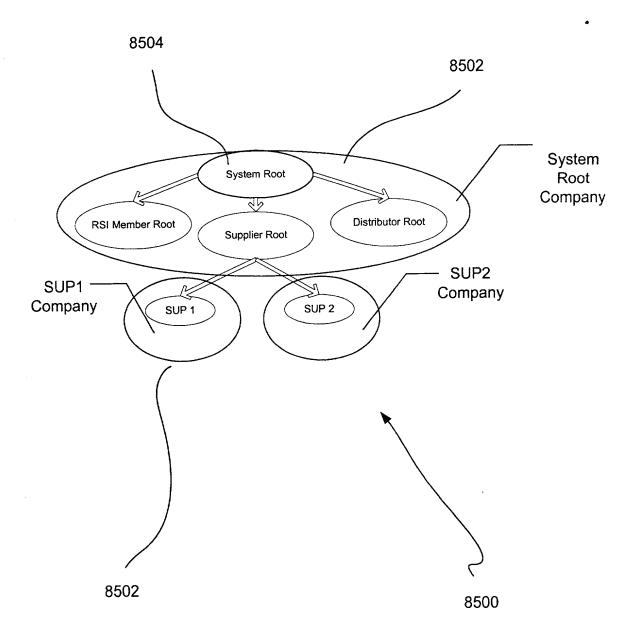


Fig. 85

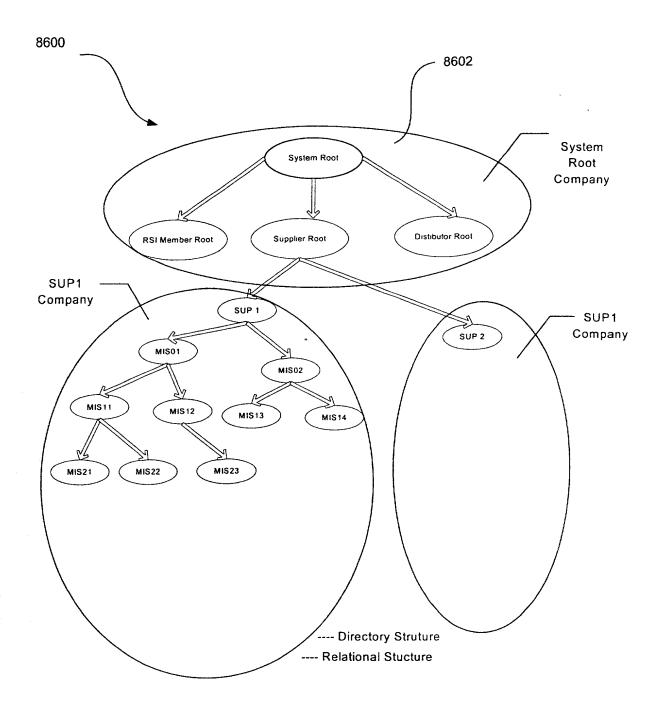


Fig. 86

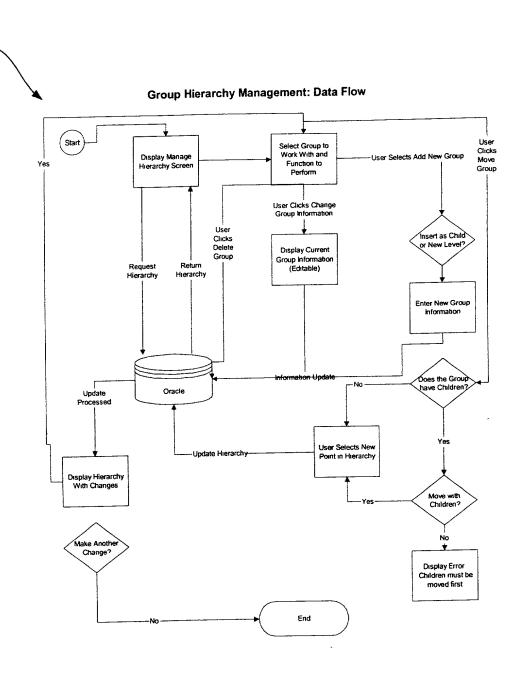


Fig. 87

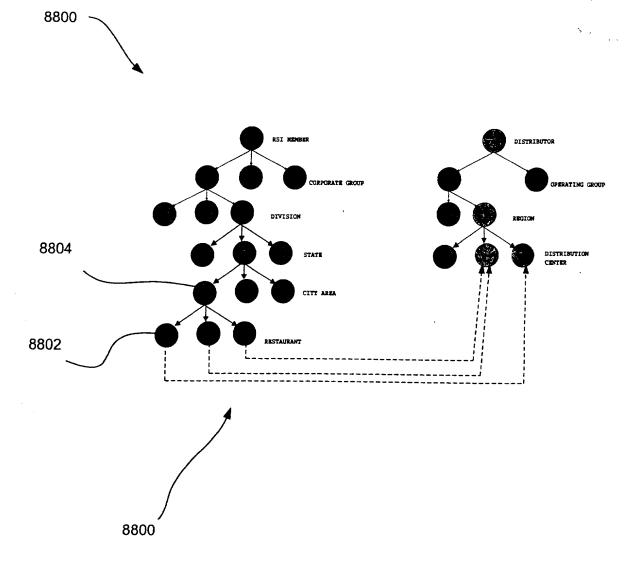


Fig. 88

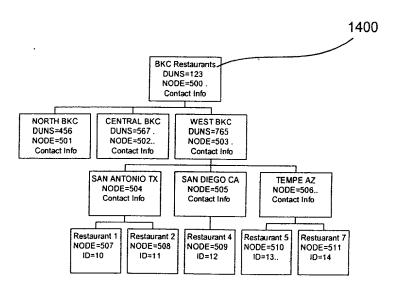


Fig. 89



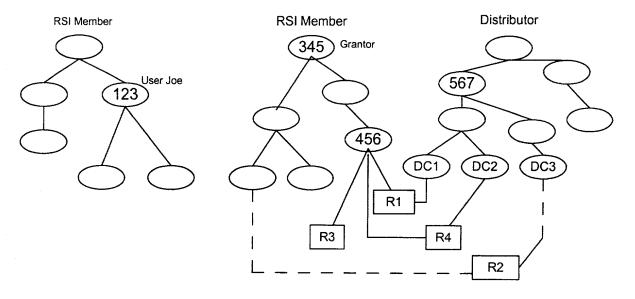


FIG. 90

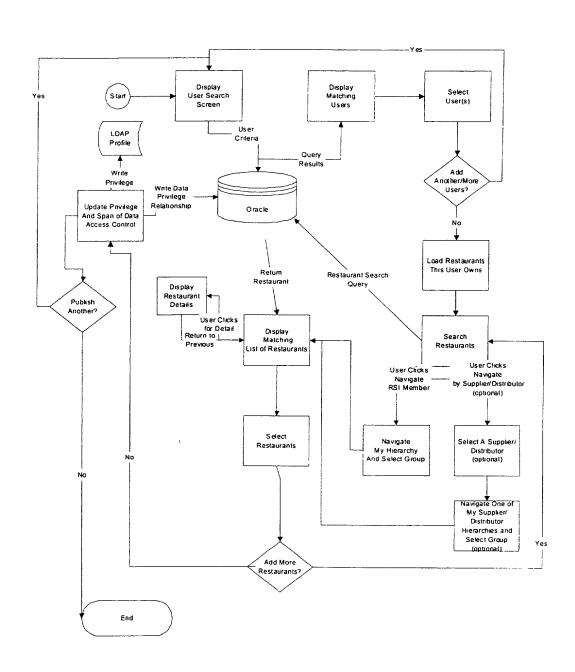


Fig. 91

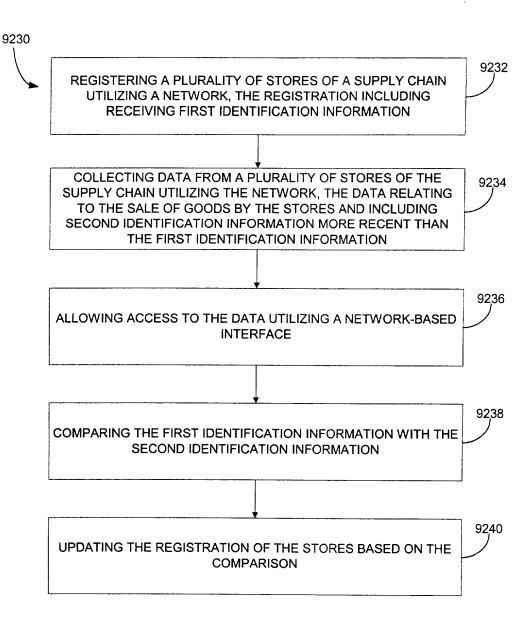


FIG. 92

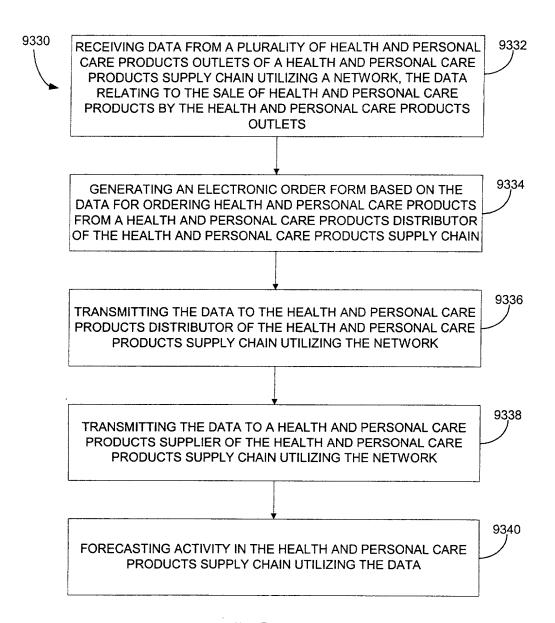


FIG. 93

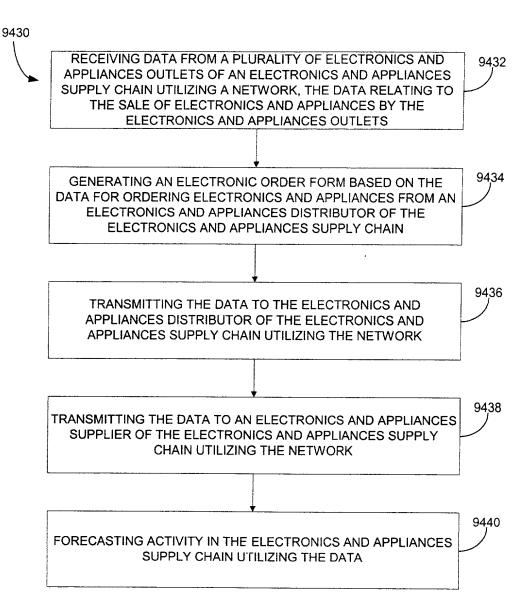


FIG. 94

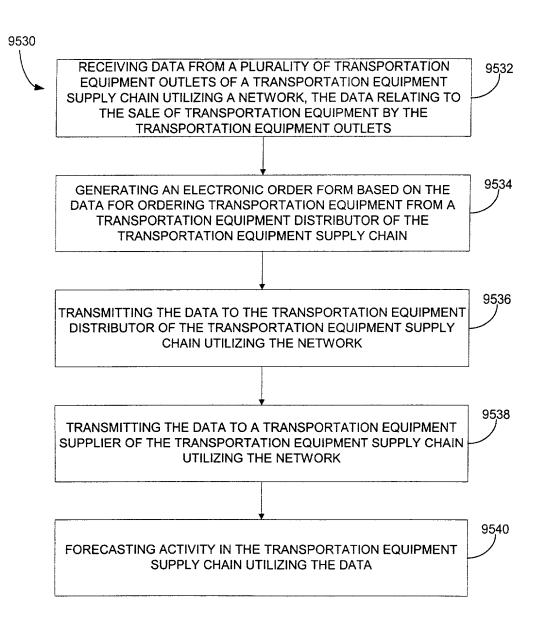


FIG. 95

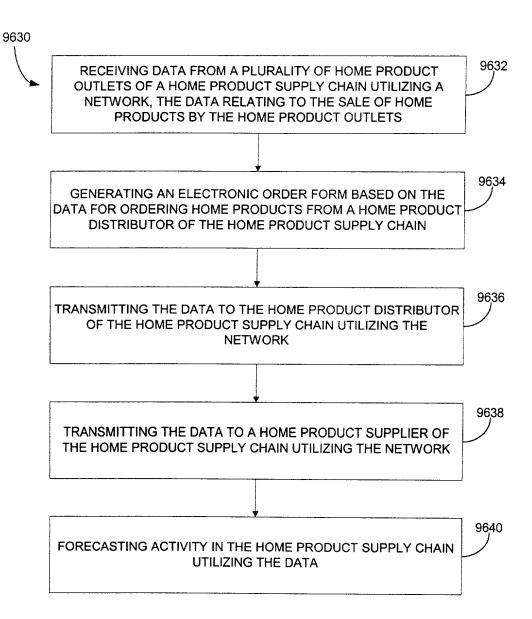


FIG. 96

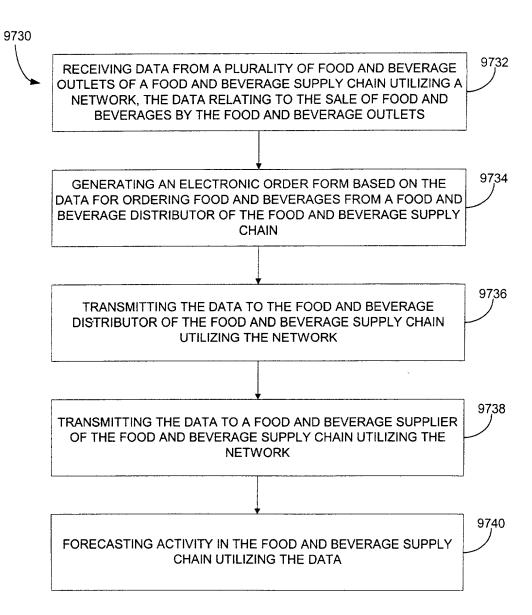


FIG. 97

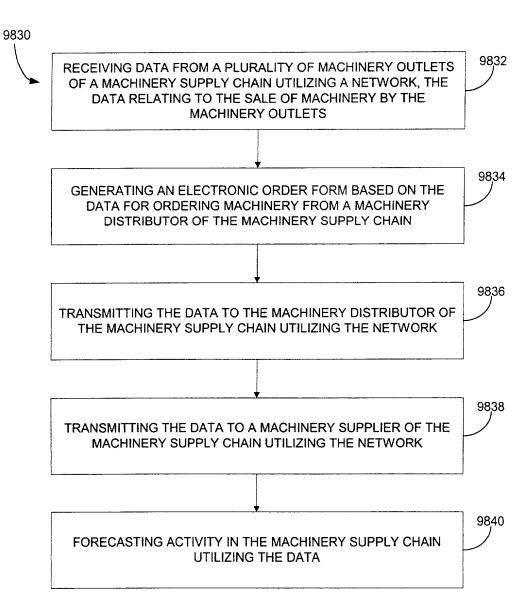


FIG. 98

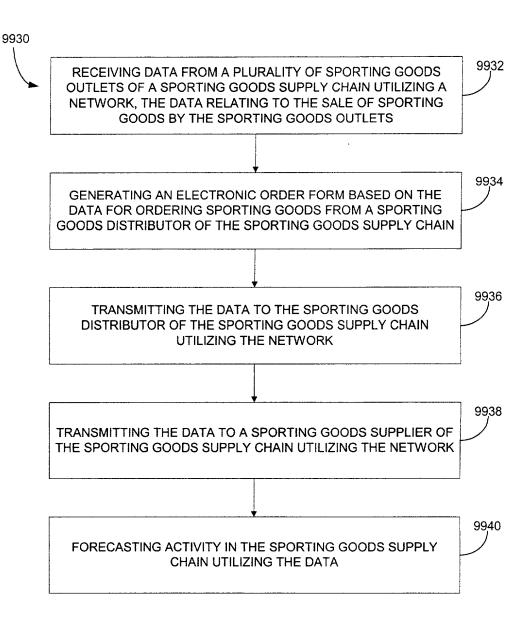


FIG. 99

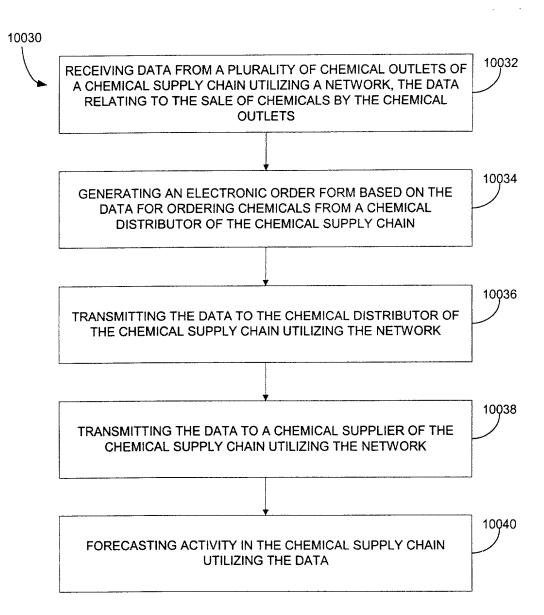


FIG. 100

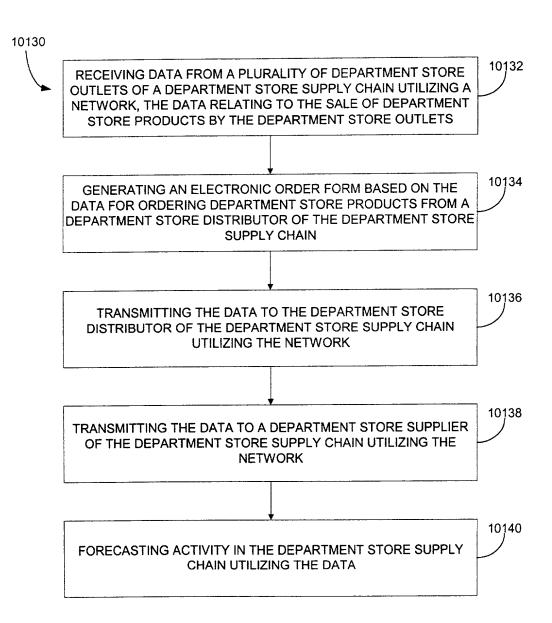


FIG. 101

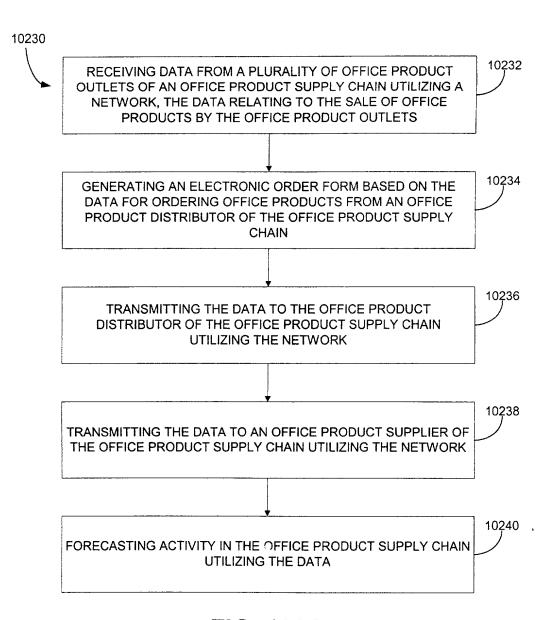


FIG. 102A

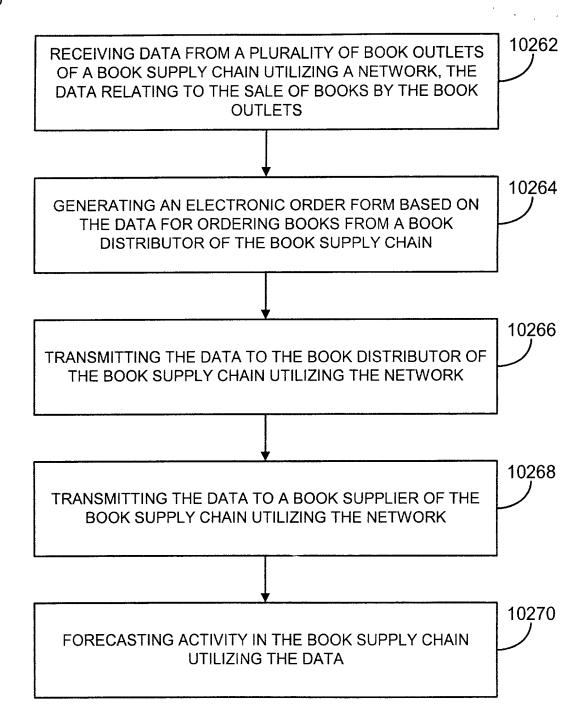


FIG. 102B

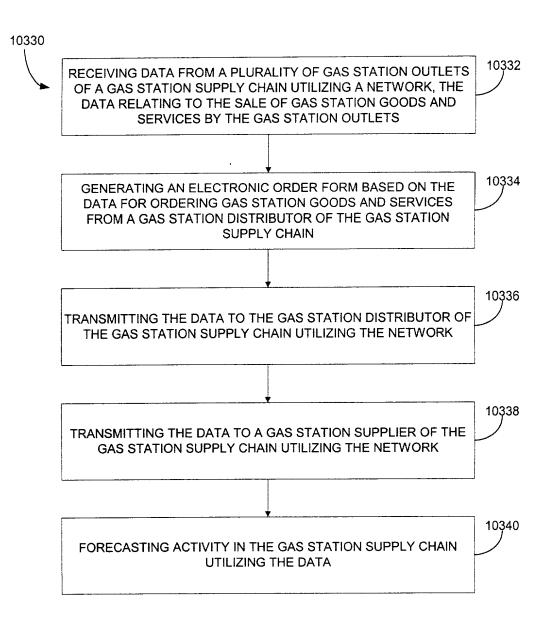


FIG. 103

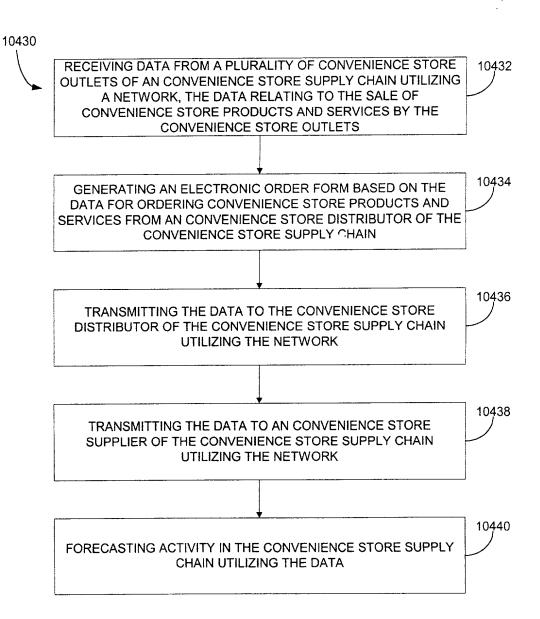


FIG. 104A

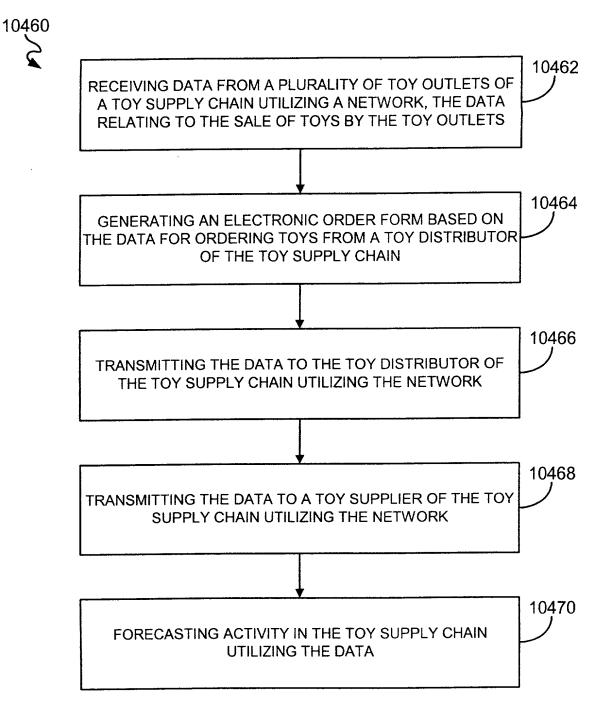


FIG. 104B

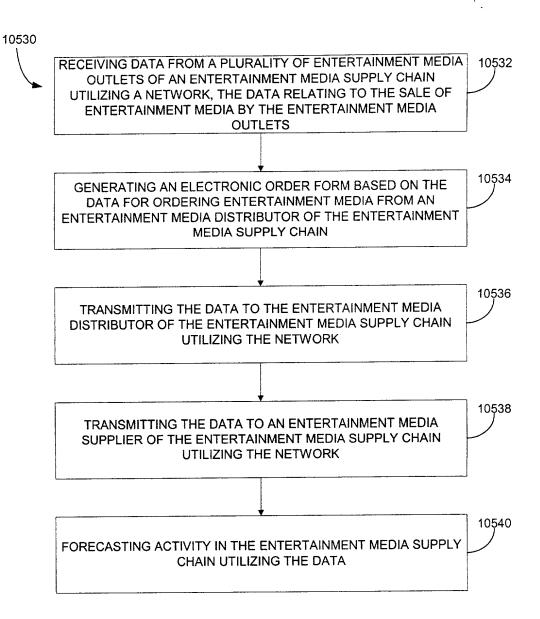


FIG. 105

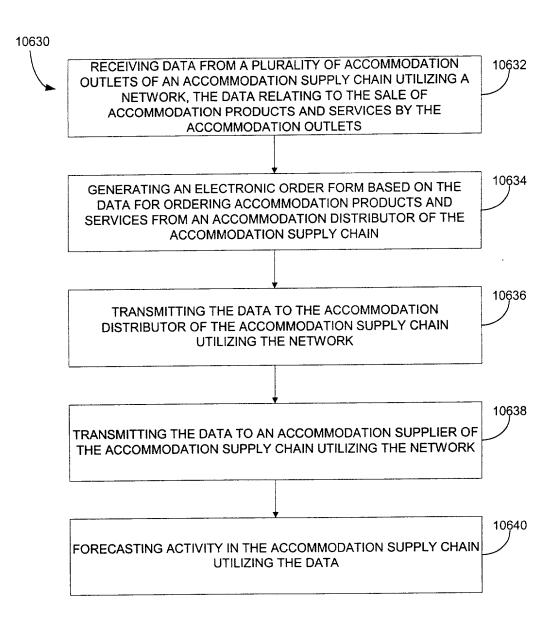


FIG. 106

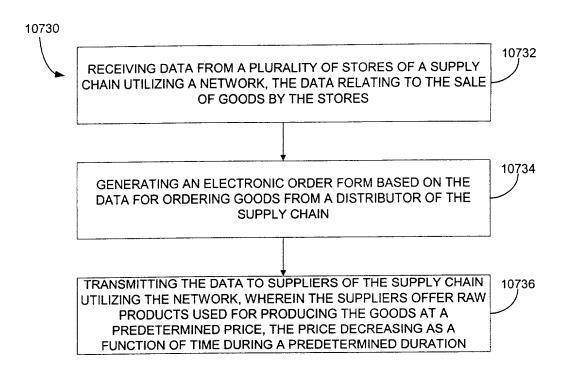


FIG. 107

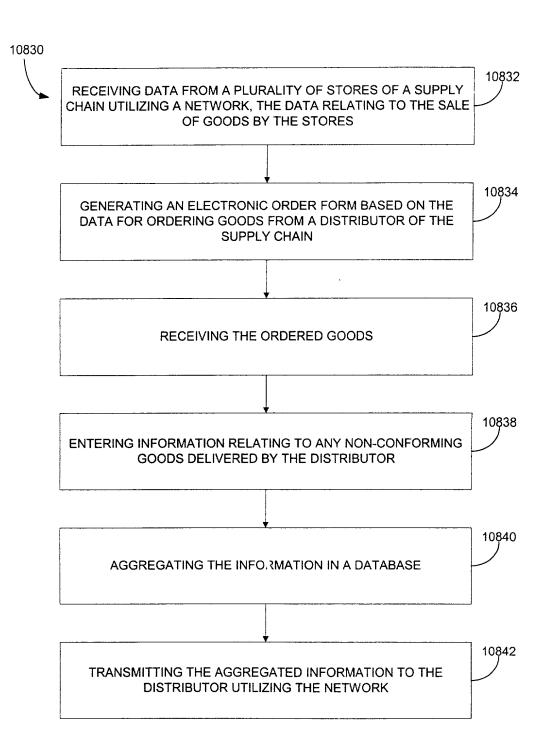


FIG. 108

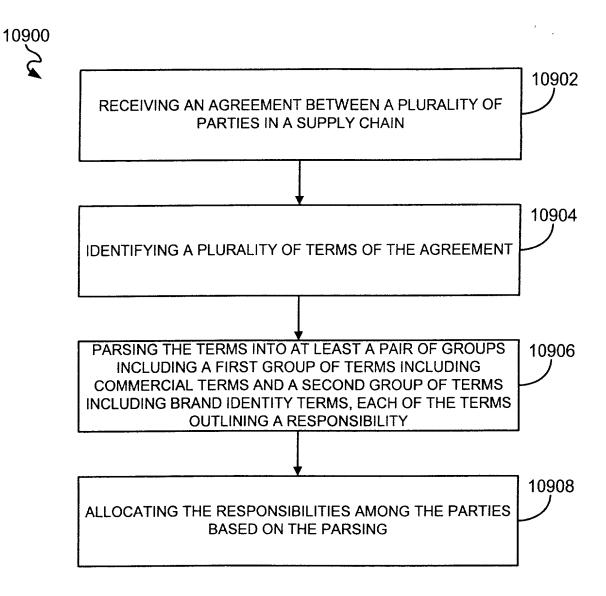


FIG. 109

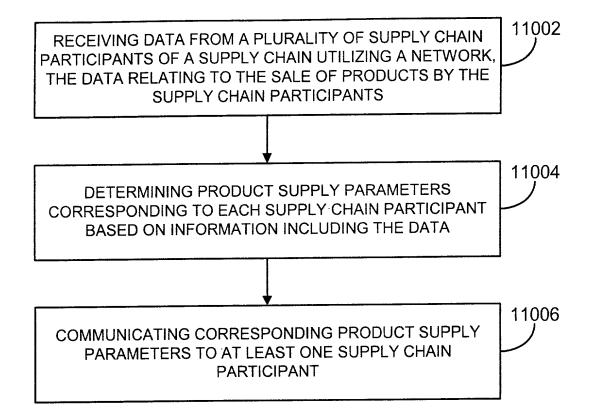


FIG. 110

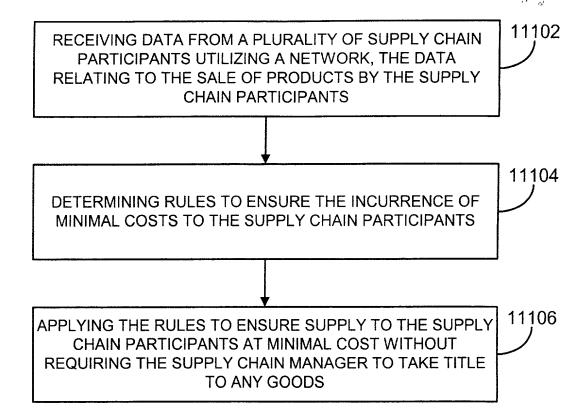


FIG. 111

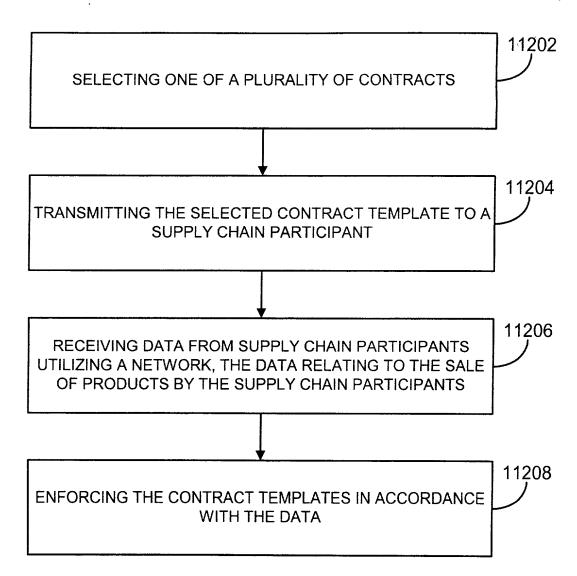


FIG. 112

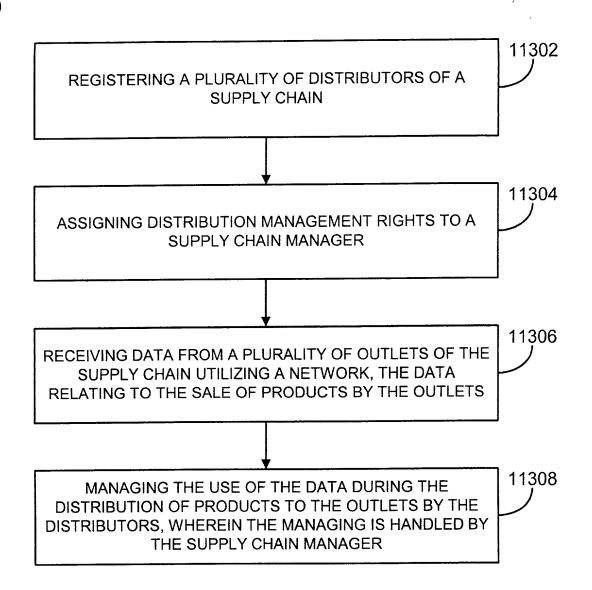


FIG. 113

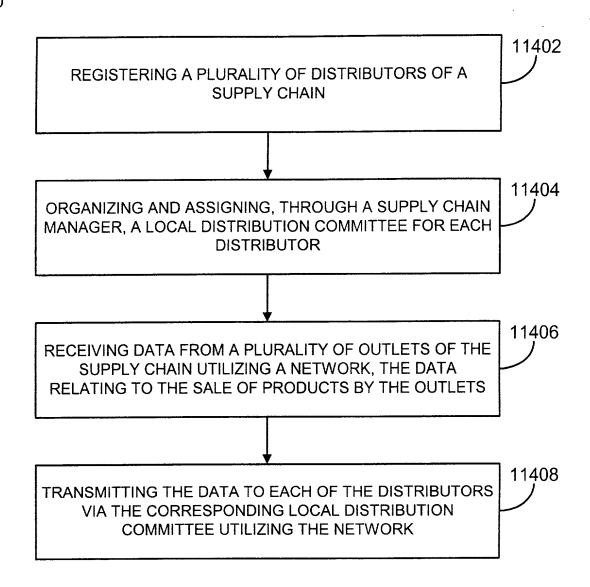


FIG. 114

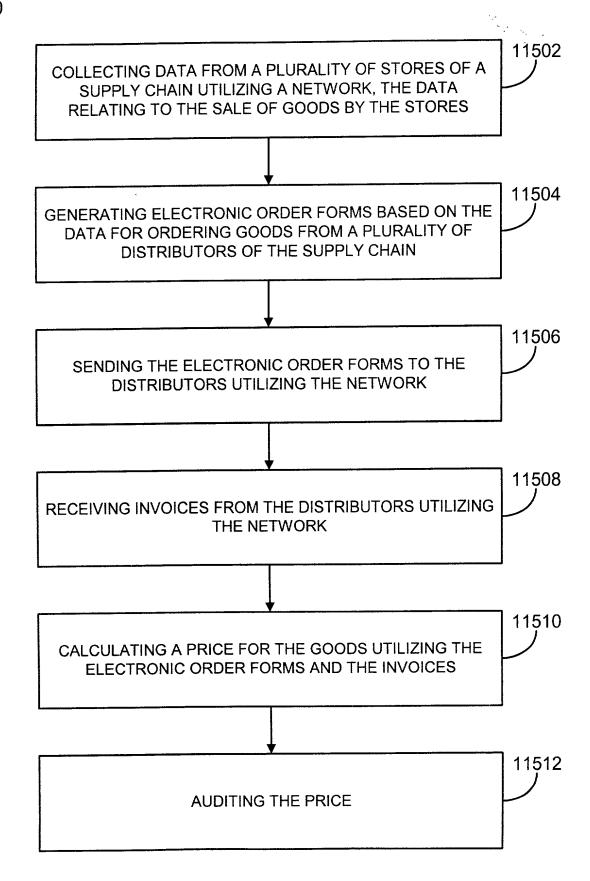


FIG. 115

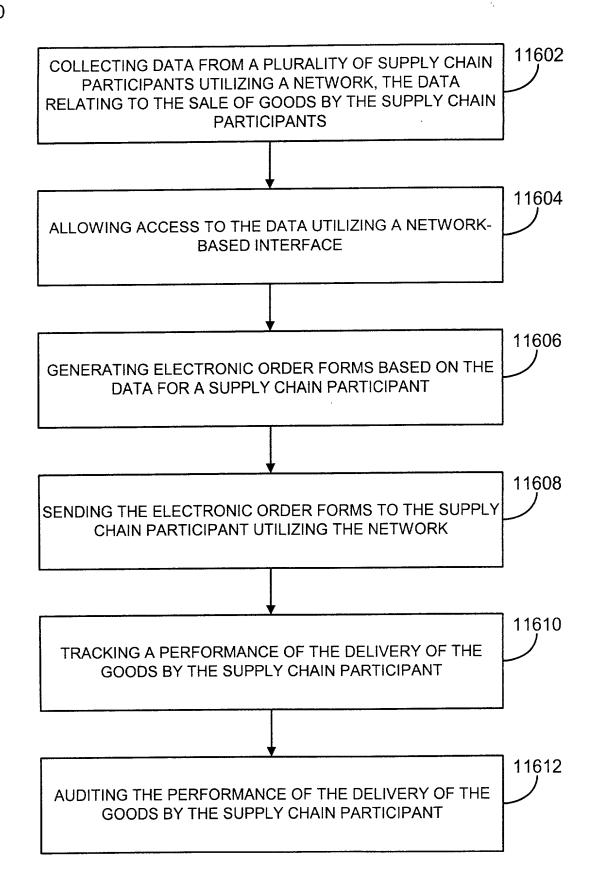


FIG. 116

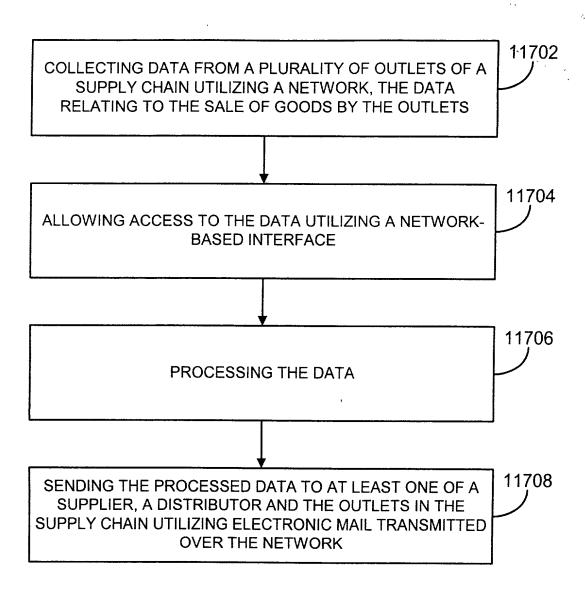


FIG. 117

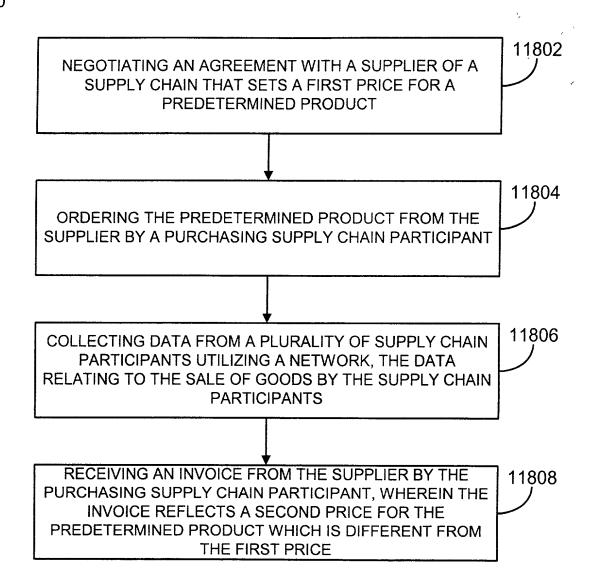


FIG. 118

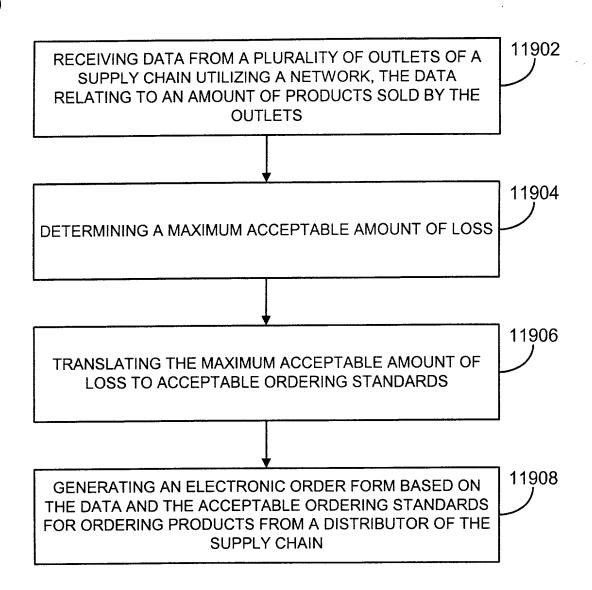


FIG. 119

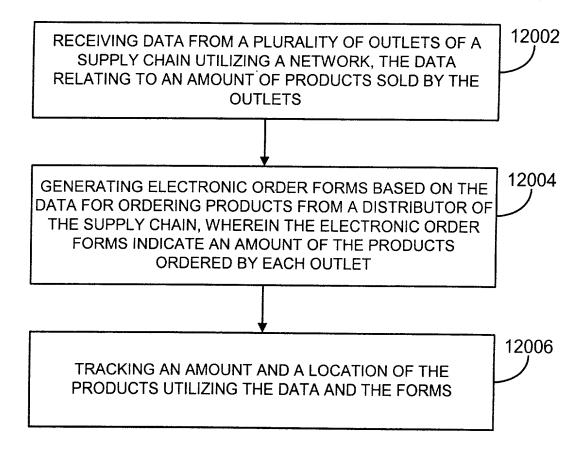


FIG. 120

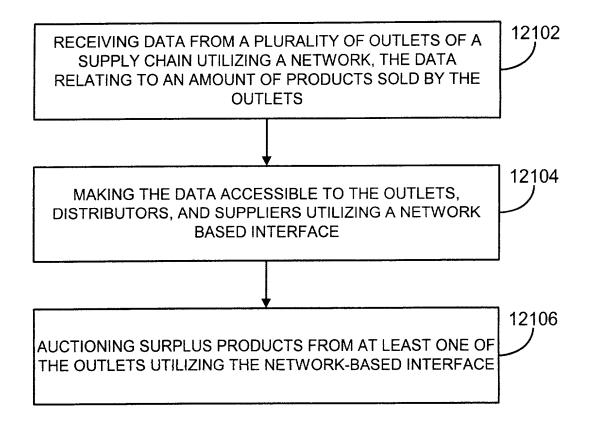


FIG. 121

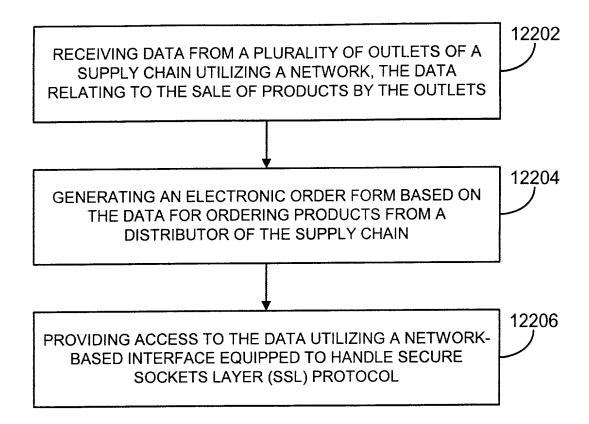


FIG. 122

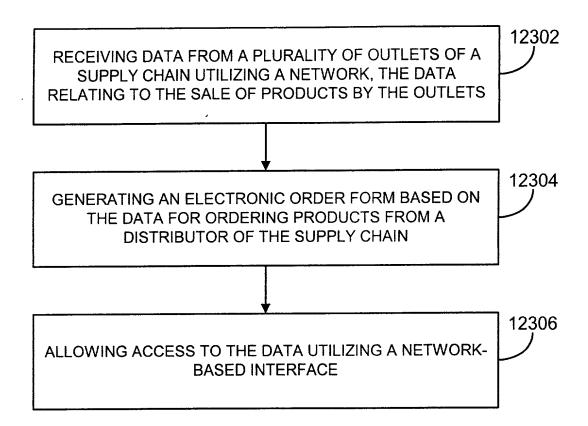


FIG. 123

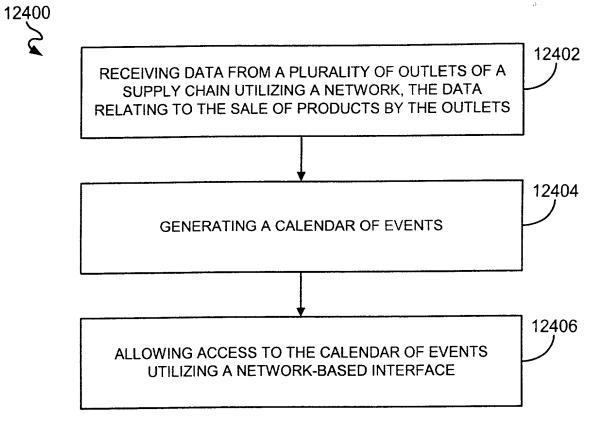


FIG. 124

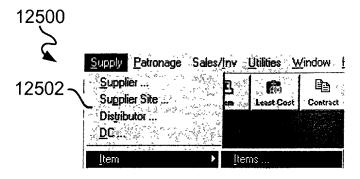


FIG. 125

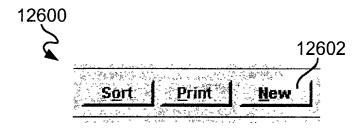


FIG. 126

2700		
5		12702
	item Desc:	
	Item Number: Status Code: Activ	/e .
	Product Cat Code: V Item Rank:	<u></u>

FIG. 127

Landed Cost by Distribution Center

ltem	Inv FOB Fre	Freight Landed	anded Routing
Bag - Medium	4.85	0.23	5.08 TL
Bag - Large	2.9	0.23	6.93 TL
Biscuits - Frozen	12.33	1.15	13.48 TL
Brush - Pot, Long Handle	40.2	2.05	42.22 TL
Brush - Pot, Short Handle	24	1.39	25.39 TL
Carton - Breakfast	16.59	-	17.69 RDC
Carton - Large Fry	29.91	0.81	30.72 RDC
Carton - Medium Fry	18.92	0.73	19.65 TLMIN



FIG. 129

13000

Supplier Item Desc:			kem No:	<u> </u>
Current:	F Yes C No	Tie Qty:	Jude 12.0° v €0 _1*128	
items per Case:	5000	High Qty		
Innerpack Contents:	5M000	Cases P	er Pallet:	
ltem Size:		Stacking	Allowed:	
Case Length:		Univers	al Product Code	72.0
Case Width:		Cases P	er Truckload:	1350
Case Depth:		Net Weig	int:	39.00
Case Dimension UM:	NCHE(S)	Gross W	eight:	39 00
Item Cube:	0.95 CUBIC FE	T Weight (land:	POUND(S)
Item Shelf Life:		▼ BarCode		

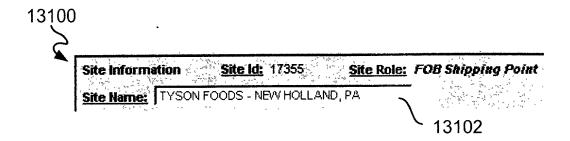


FIG. 131

Site Information Site Id: 16 FOB Shipping Point

Name: Ameriserve-FarmingDale, NY Railroad Name:

Status: Active Rail Sidings:

FIG. 132

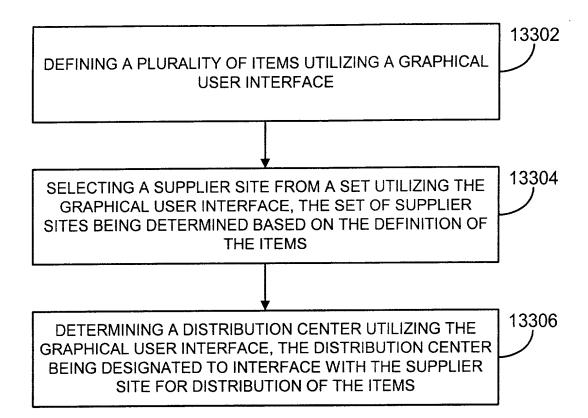


FIG. 133

13400

▔.		
- 1	14	ARAP, BACON DOUBLE CHEESERI IRGER DELLIXE & Benin: 7/1/96 Final: 9/1/96 Final:
- 1	KCHE	WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:
- [·	The state of the s
١		verride Rules: C Yes C No Apply By: Cell
- 1		Actific roles 1. Les 100 Marchis ph. 100

FIG. 134

13500

DC NOTE OF	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

	Con FOB	Inv FOB	Freight	Landed
1	34 3200	34.3900	0 8400	35.2300
	34 3200	34.3900	0 2900	34.6800

FIG. 136

13700

Contr	LB.	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

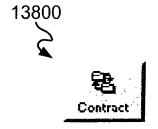
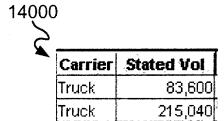


FIG. 138



Min Ordr	UM 🔆	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139



14300

FIG. 140

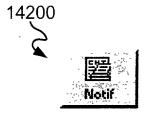


FIG. 142

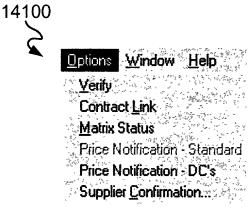


FIG. 141

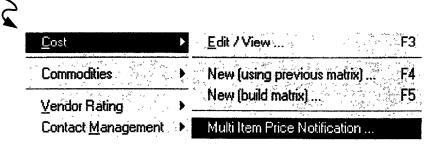


FIG. 143

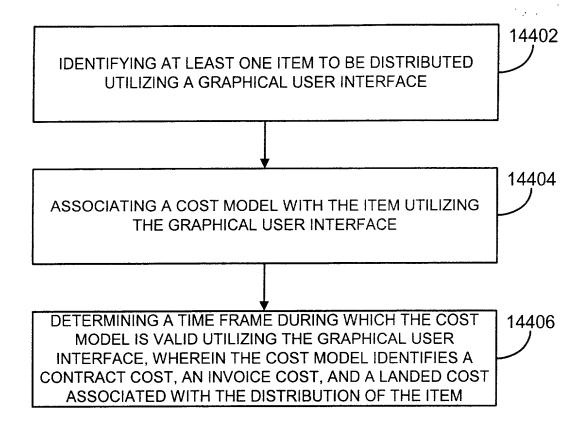


FIG. 144

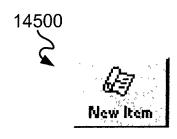


FIG. 145

14600

Contract ID:

673 - TYSON FOODS

<u>Initial Buyer Name:</u>

Jamie Hersh

Current Buyer Name



FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Payment Terms: Shipment Date ▼
Net 10 ▼

FIG. 147

14800 Generate

FIG. 148

14900

Exhibit A

FIG. 149

15000

Exhibit B

1	5100
	رے
	\subseteq

Select the End Dates to Use on the Exhibit				
tem- Description	Cost Matrix End Date	Contract End Date	No End Date	
DEEF - 77% (1988) (1988)	C 8/1/98	€ 2/24/08	No Date	
BEEF-WHOPPER 4.0 OZ	C 8/1/98	@ 2/24/08	No Date	
BEEF-WHOPPER JR. 2:8 OZ.	C 8/1/98	€ 2/24/08 :	No Date	

FIG. 151

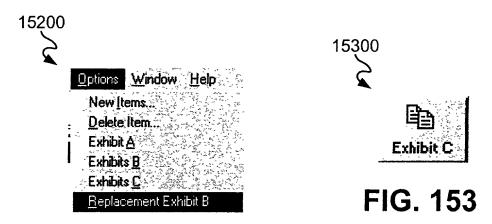


FIG. 152

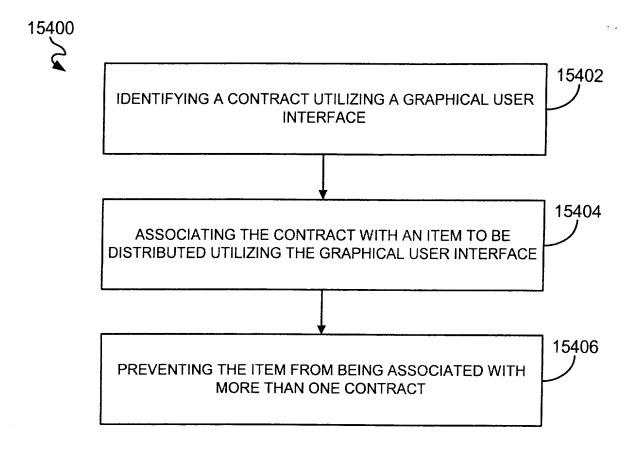


FIG. 154

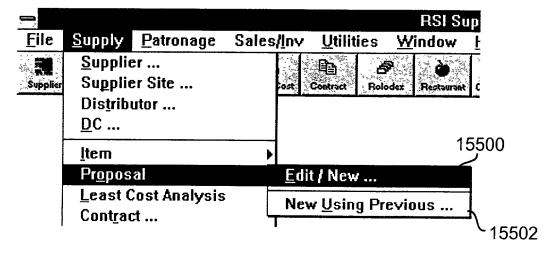


FIG. 155

Proposal - Foam Hot Cups & Polys	styrene Lids 🔀 🛎
Main Info Items Suppliers DCs FOB Price DC/Rest	Usage Templates View Bid
<u>Proposal Information</u>	
Proposal ID: 1021	Proposal Due Date: 06/12/97
Proposal Name: Foam Hot Cups & Polystyrene Lids	Contract Begin Date: 07/01/97
Buyer Name: Dennis Clabby	Contract End Date: 06/30/98
Actions # Date: Action Description:	
05/28/97 Sent this bid to Dart and also sent ia request for int	oformation to WinCup.

FIG. 156

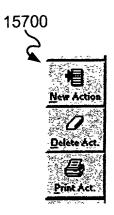


FIG. 157

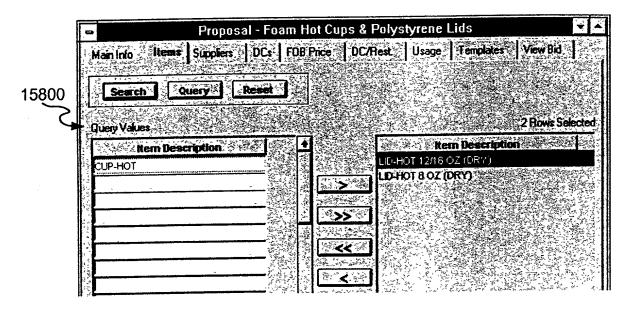


FIG. 158

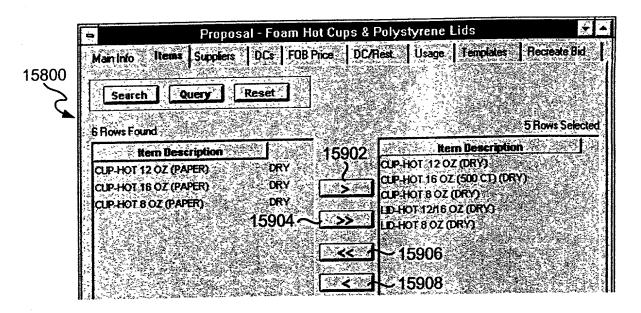


FIG. 159

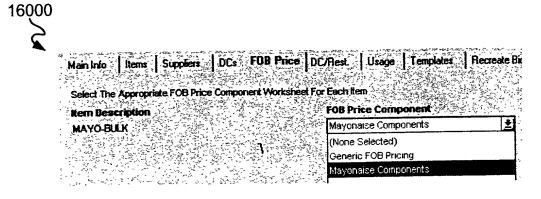


FIG. 160

£	## ##	,,,,,,
,	_	551775
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ne Har	=	:
1	How.	the second
Harry H	100	1,111
Total Park	5	161011
Heat Brees	==	2
≊		
#,,,,	=======================================	
÷	ř	2
Harte Harte	=	
, T	E STATE	3653
1	==	,,,,,,,,,
:	=	

iten	n (fill (A) (fill)) المراجدية	Growth	% Gros	s Wgt.	ltem Cube	Contract Perio	od
CHICKEN-BK BROILER			5.00	%	32		09/01/97 to 12/3	31797
CHICKEN-PATTY		1 × 1 × 1 × 1	7.00	1%	37.00	1 09		
CHICKEN-TENDERS			0.00	1%	25.00	1.06 **********		
Distribution Center	Previous Case Usage		ected Count	·	Avg. /	DC/Item Growth	Most him to the	
POST-ALBUQUERQ		6	30	99.34%	6.0	03 5.00%	755	
POST-DENVER	63	3	√5 <u>`</u> 39	99.05%	6.0	5.00%	1,083	
POST-SALT LAKE	A. 1886811	6	#\$#\$:}-2	80.00%	5.4	46 5 00%	37	- 72 - 54

FIG. 161

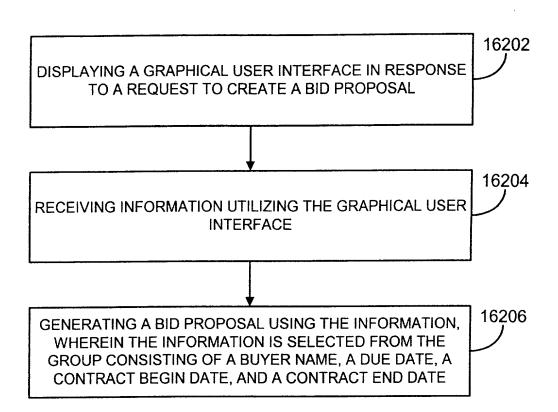


FIG. 162

16300
Templates | Create Bid

FIG. 163

Supply	MS	Editable	
	Word	Y/N	
Bid Proposal Cover Letter	2		
General Terms and Conditions	?	n.	
Usage Estimates A		= N *=	
Supplier Facility Worksheets 2 4		No	
Item Information Worksheets 7		N.	
Sample Supply Agreement	2	· N	
BK Specification Request	?	Ŋ	
FOB Price Component	2	\mathbf{Y}_{i}	
Truckload Freight Worksheet		-: N	
LTL Freight Worksheet		N	

FIG. 164

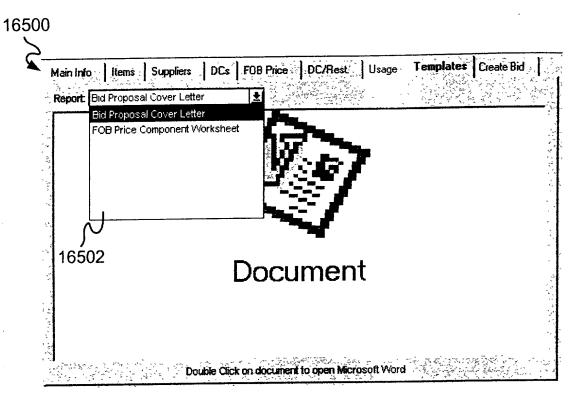


FIG. 165

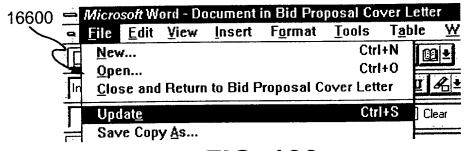


FIG. 166

	Main Info Items Suppliers DCs FOB Price	DC/Rest Usage Templates Create Bid
6700		Bid Proposal Sent
2	Bid Proposal Will Include	le Checked Documents
	General Bid Proposal Cover Letter	Cost FOB Price Component Worksheet
·4	General Terms & Conditions	Truckload Freight Worksheet
	Usage Estimates X Supplier Facility Worksheet X	ETI. Freight Worksheet Blank Sheets
	Item Information Worksheet	Supplier Facility Worksheet
	Sample Supply Agreement	Kern Information Worksheet X FOB Price Component Worksheet X
		Truckload Freight Worksheet X
	LTL Freight Worksheet will be printed by system if necessary	LTI Freight Worksheet

FIG. 167

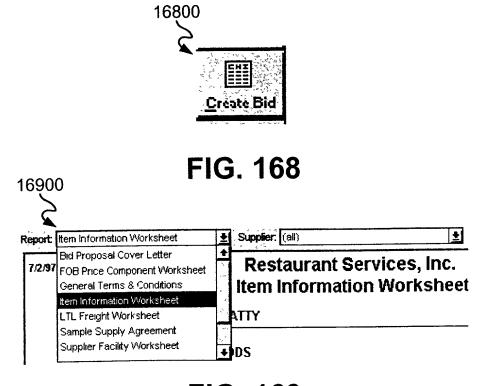


FIG. 169

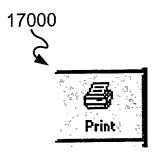


FIG. 170



FIG. 171

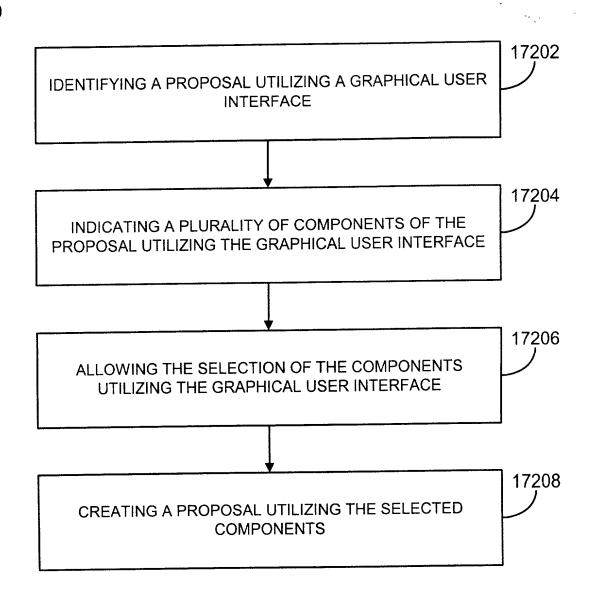


FIG. 172

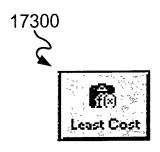


FIG. 173

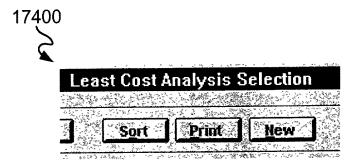


FIG. 174

Supply Patronage Sales	s/Inv <u>U</u> tilities <u>W</u> in	dow Help
Supplier Supplier Site	ost Contract Rolodex R	Owner/Org. Member
Distributor DC		
Item Proposal		
Least Cost Analysis	Edit / View	Ctrl+Shift+Z
Contract	New (Using Previou	

FIG. 175

	and the second s	17600
Bid Proposal Name:	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

FIG. 176

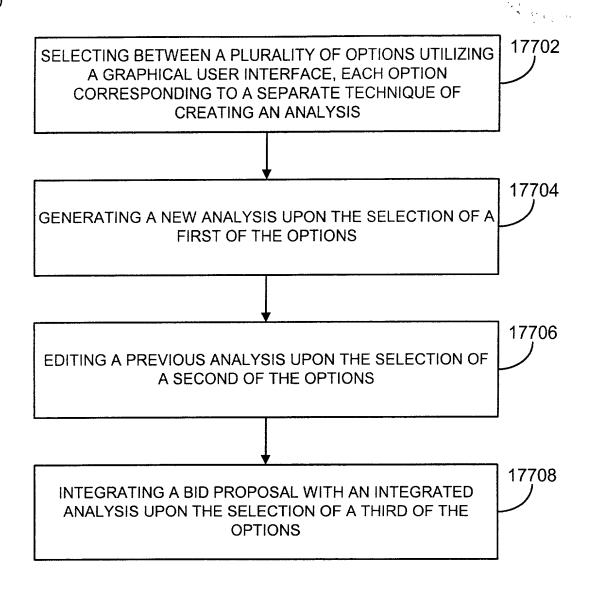


FIG. 177

Analysis Name:	Hash Brown Actual	15 d 42 18 d 5 1
Analysis ID:	The second secon	194.27°
	63 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	· · · · · · · · · · · · · · · · · · ·
Buyer:	Dennis Clabby	🕶 🔻
Period of Agreement:	10/1/97 THRU 9/	30/98
は さまひ 19 192 1920 1920 - 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	The state of the s	
Unit Of Measure:	CASE(S)	

FIG. 178

Version (1) of (9) Base version	
What is the max # of FOB points to allocate to each DC ?	One FOB
What is pricing method for this version?	FOB + Freigil ▼
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000
Override RDC Truckload Validation?	No 💌
Solution Strategy: Standard 🔻 Last Revision:	9/15/97 1:04 PM

FIG. 179

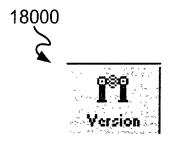


FIG. 180

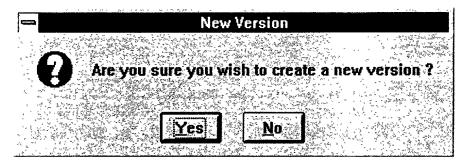


FIG. 181

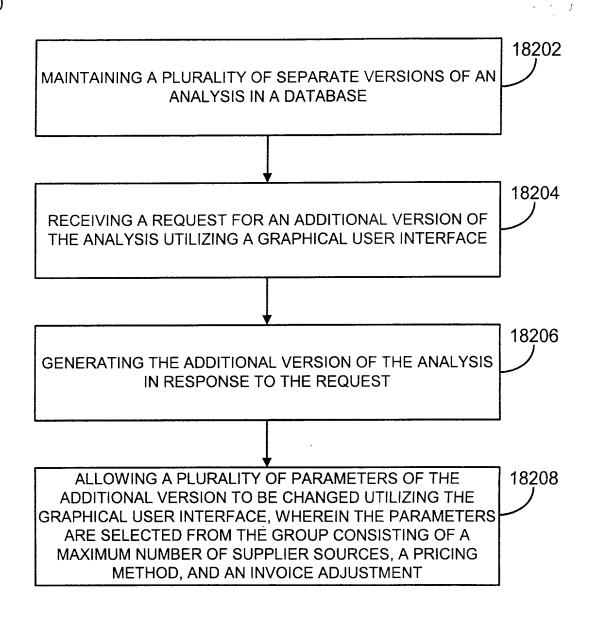


FIG. 182

Search Query Reset	7 Flows Selected
Query Values	A CONTRACTOR OF THE PROPERTY O
Supplier FOB	Supplier FOB
DOP	DOPAÇO DOWNINGTOWN, PA
	DOPACO-KINSTON, NC
	DOPACO-ST. CHARLES, IL
)ÿ	DOPACO-STOCKTON, CA
1.	MPERIAL BONDWARE-SHELBYVIL IL
	18302

FIG. 183

8400 		
	item Description	Conv. Factor
	FRIES-COATED (FRZN)	36
	EIC 194	18402

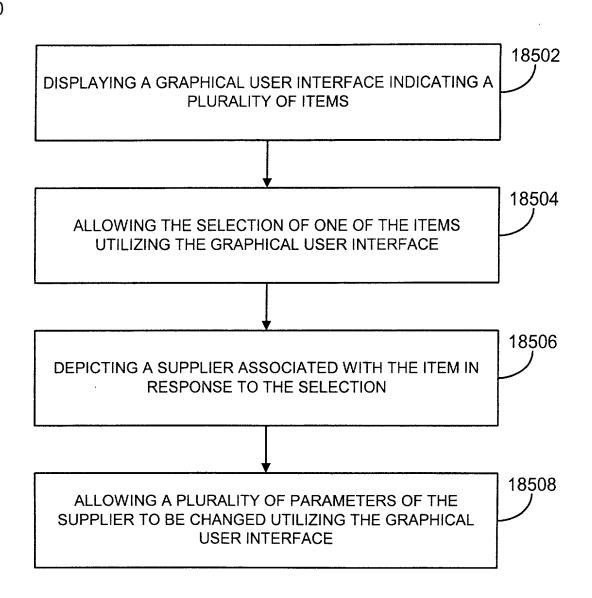


FIG. 185

item Description	Supplier FOB	
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ CUP-COLD 32 OZ	DOPACO-DOMNINGTOWN, PA DOPACO-DOWNINGTOWN, PA	•
Supplier Rem Desc: 16 OZ COLD CUP	Item No:	CP2942
items per Case:	Tie Oty:	5
Innerpack Contents: 1200	High Qty:	
Kem Size:	Cases Per Pallet:	
item Shelf Life: ±	Stacking Allowed:	● Yes®C No
Case Length: 22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width: 15.125	Cases Per Truckload:	769
Case Bepth: 17.75	Gross Weight:	29 28 POUND(S)
Case UM INCHE(S)	Net Weight:	27 28 POUND(\$)

FIG. 186

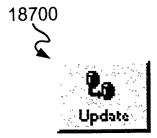


FIG. 187

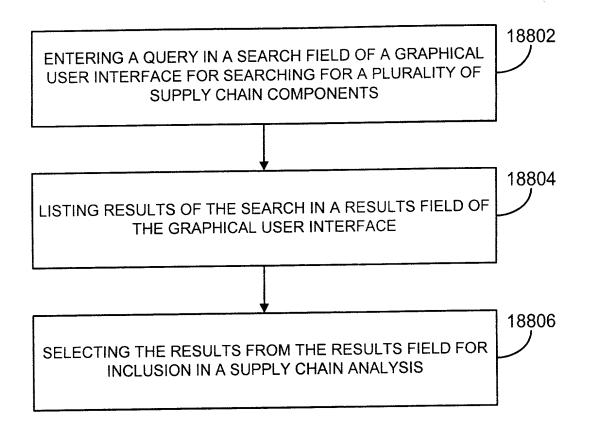


FIG. 188

Supplier	erms	SLPAP	LT	Minimum	Maximum	Include	् 🚹
CAVENDISH FARMS	+	Pallet	±			● Yes ○ No	2 2 2 1 1 1
J.R. SIMPLOT COMPANY	Ŧ	Pallet	Ŧ			@ Yes C No	₹: 2
LAMB-WESTON, INC.	±	Pallet	±	200,000,000		🖸 Yes 🖲 No	
The following the state of the	23		1 ,00	- Jan 1 - Jan	The state of the s		
Supplier FOB	1.端上条件	si je	بار المار	Minimum	Maximum	include	1,000
LAMB-WESTON, INCPASCO, WA		(j.)() (-	+ 2	90,000,000	110,000,000	● Yes ○ No	F.
LAMB-WESTON, INCRICHLAND W	A		1,7	0	55,000,000	● Yes ○ No	
LAMB-WESTON, INC. AMERICAN FA	ALLSID	ورد الأوا		90,000,000	110,000,000	Yes O No	-**

FIG. 189

Supplier : Supplier	rms SLP/PLT	Minimum	Maximum	include :	•
MCCAIN FOODS	🚨 Pallet 🚨		70 40	O Yes No	Į.
NESTLE FOOD COMPANY	◆ Pallet ◆			@ Yes C No	21
ORE-IDA FOODS	₹ Paffet ₹	225,000,000		● Yes ○ No	
LESSEN KAN BOR PORTER SPECIES SENSON SERVICES SENSON SENSO	できたしたないとうないというということ	CONTRACTOR STATE OF THE	ない。 しょうしょう はない かんかん はんしょう はんしょう かんしょう かんしょう かんしょう かんしょう かんしょう はんしょう はんしょう はんしょう はんしょう はんしょう はんしょう はんしょう はんしょう しょうしょう しょうしょう はんしょう しょうしょう しょうしょう はんしょう しょうしょう しょう	THE STATE OF THE S	
Supplier F08	ANTENES PROPERTY OF THE PERSON OF THE PE	Minimum	Meximum	Include	: -)(*c
MCCAIN FOODS, LTD PRINCE EDW		18,000,000	30,000,000	O Yes @ No	2.6 2.63
MCCAIN FOODS,LTDPORTAGE LE	PRAIRIE	45,000,000	50,000,000	O Yes @ No	مسر ما المراجع
MCCAIN FOODS, INC-OTHELLO, WA		27,000,000	132,000,000	● Yes ○ No	

FIG. 190

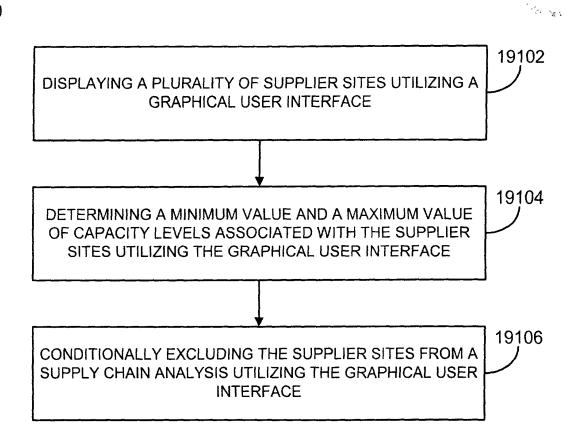


FIG. 191

Supplier	# #	Volume		51111111111111111111111111111111111111	THE REP	1 CH 195
HUDSON INDUSTRIES	O					200
INTERNATIONAL DIVERSEFOODS 🎉 🗀	7.7.0 ×					學會計畫
SUPERIOR COFFEE & FOODS	0	经规范收益				
and the second of the second o						
Supplier FOB	E LA	kem		Cont FOB	# Volume	
	MAYO-B	ULK 🛴 🎉	\$5.00 m	8.4200	(D) (F) (A) (A)	
HUDSON INDUSTRIES-TROY AL	SAUCE-E	ULK-TARTA	R. Car	9 2300	/0 # to 12 #	1.625

FIG. 192

	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	m 1 25 and 1.65€ √29 At
Supplier # Volume		
SSI FOOD SERVICES	1,12,4 1, 1,43	1463845-1477-1-17
TEXAS AMERICAN FOOD SERVICE 0	15 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
WHITEFORD FOODS 0		'
	0 4 FOR #	Volume
Supplier FOB Item	Cont FOB #	- Pulling
TEXAS AMERICAN FOOD SERVICE-TX DEEF - 77%	1.0026 - 0	0.000.000
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77%	1 0016 71	2,090,000
100	! 1 ∩∩10!∜2	2,508,000

FIG. 193

Supplier	# Volume			
ENTURA FOODS				
/ENTURA FOODS	1 100,000	33 34 45 544	The comment of the contract of	- £2, 12, 23
Supplier FOB	tem ()	Cont FOB	# Volume	
VENTURA FOODS-CHAMBERSBURG, PA.M.	AYO-BULK	8 9400	90日在大学	
VENTURA FOODS-CHAMBERSBURG, PA M	AYO-BULK	8 8400	2 1 38 20 4 8	3 .
VENTURA FOODS CHAMBERSBURG, PA S	AUCE-BULK-TARTAR	9 5100	0 法 1000	15, 71
VENTURA FOODS CHAMBERSBURG, PA S	AUCE-BULK-TARTAR	9 4100	1 EXE	1
VENTURA FOODS CITY OF INDUSTRY	IAYO-BULK	91200	·0 \$\$ 75%	
VENTURA FOODS-CITY OF INDUSTRY	AYO-BULK	9 0200	11	
	AUCE-BULK TARTAR	9 5800	· 0 [64.5] June 1	
	AUCE-DULK-TARTAR	9 4800	to the transfer of the	∃ °, I

FIG. 194



Trem Description (1) (1)	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON, INCPASCO, WA
Distribution Center	Delivered # Volume
AMERISERYE-OMAHA, NE	0.3750
AMERISERVE-PLYMOUTH, MN	0 3850 0 0
AMERISERVE-WAUKESHA	0 3670 0 0
FLEMING FOODS-KAPOLEI	0 4725 0 0
KING PROVISION-ATLANTA	0 3950 0 0

FIG. 195

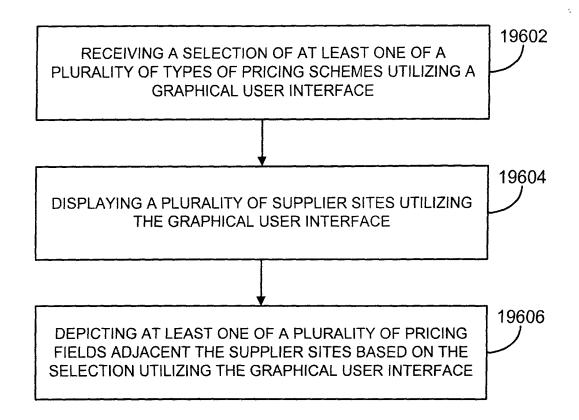


FIG. 196

Total Rest. Growth Amount Usage Period 5 00% 19702 09/01/97 to 08/31/98

Γ	Distribution Center	Current Restaurant Projected Avg. Rest. Count Rest. Count	
	MERISERVEIPOST-ALBUQUERQUE MERISERVEIPOST-DENVER	27 5.00% 28 37 5 00% 37	1
A	MERISERVEPOST-SALTLAKE,UT MERISERVE-OMAHA, NE	2 5 00% 2 166 5 00% 174	

FIG. 197

tem the later of t	Item Growth	% U	sage Period	
CHICKEN-PATTY		0.00		
Distribution Previous Projected Center Usage Rest. Coun	1 ma-9. 1 9. 1	DC/Item Growth	Usage	
AMER-OMAMA 44,035 46	98.49% 24.12	4.00%		- '
AMER-PLYMOUTH 37,141 17	7 100.00% 18.30	5.00%	<u> </u>	
AMER-MILWALIK 38,520 18	8 100.00% 19.02	0.00%	42,909	, ,

FIG. 198

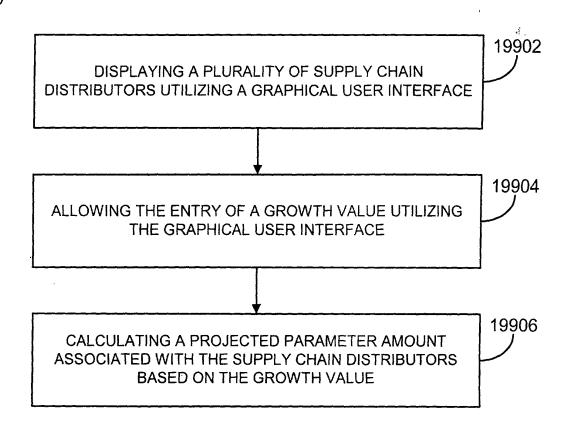


FIG. 199

20000
ر ر

Supplier FOB		Address 1
CAVENDISH FARMS	Dieppe	NB E1A6X4 OR \$9999
IR SIMPLOT COMPANY-HERMISTON, OF	R Hermiston D American Falls	OR 99999 D 83211
LAMB-WESTON, INC. AMERICAN FALLS	The second of th	Honor TL Rate
Distribution Center AMERISERVEROST ALBUQUERQUE	Lane Restriction O Solver O Required G	
AMERISERVEIPOST-DENVER	C Solver C Required C	Excluded
AMERISERVE/POST-SALT LAKE UT	O Solver O Required (O Solver O Required (Excluded
AMERISERVE-OMAHA, NË AMERISERVE-PLYMOUTH, MN	O Solver O Required	Excluded 5
LANGE THE STATE OF	and a feet of the second of th	20002

FIG. 200

20100

	and the second of the second	and the second	internal	WALL SALVE	
Supplier FOB		Addres	ys ND	E1A6X4	
CAVENDISH FARMS	Dieppe		OR	98898 28898	
J.R. SIMPLOT COMPANY-HERMISTO	ON, OR Hermisto	- 17 - Will - 3 - 5	n v	83211	
LAMB-WESTON, INCAMERICAN F	ALLS ID America	(Frans			
Distribution Cente		Lane Restrict	ion	发展 表表示	4
AMERISERVE/POST-ALBUQUERQU	17 17 17 17 17 17 17 17 17 17 17 17 17 1	lver (Require	d (Exclu	ded	
AMERISERVE/POST-DENVER	⊚ So	lver C Require	d 🔘 Exclu	ded	
AMERISER VEHOSI-DENVEN	AND THE PARTY OF T	Y20, U 2 - 22 - 32 - 12 - 12 - 12 - 12 - 12 -	<u> </u>		

FIG. 201

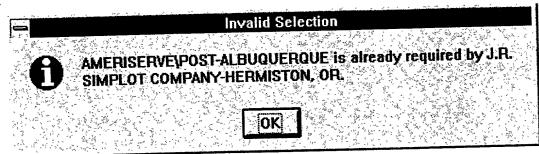


FIG. 202

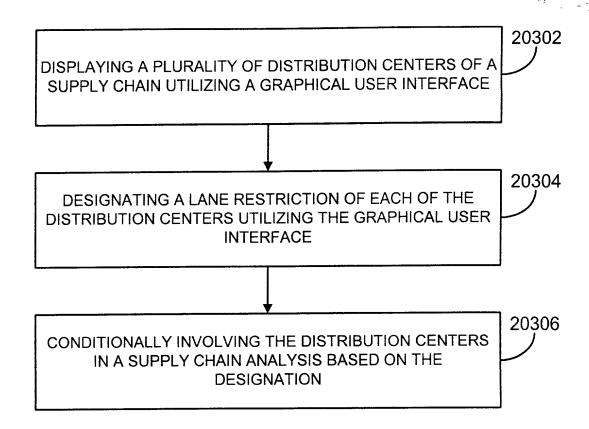


FIG. 203

Supplier FOB		Address	***********
CAVENDISH FARMS	Dieppe	it in the line	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99989
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	D	83211
Distribution Center	Truckload Lane Freight Distance		<u> </u>
AMERISERVE/POST-ALBUQUERQUE	1,617		
AMERISERVE POST-DENVER	1,277		
AMERISERVEIPOST-SALT LAKE UT	691		

FIG. 204

Supplier F08	(4.1 54)			Addre	98	
O.K. FOODS-FORT SMITH AR	a walnu a asalah	Fort S		- inner Lan	AR	72904
TYSON FOODS GREEN FORREST TYSON FOODS RUSSELVILLE AF		Greer Russi) Forest Hylle		AR AR	72636 72601
Distribution Weight Center	LTL:: Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
S-ATLANTA					1.10	
S-BURLINGTON 15,000	400.00				1.20	

FIG. 205

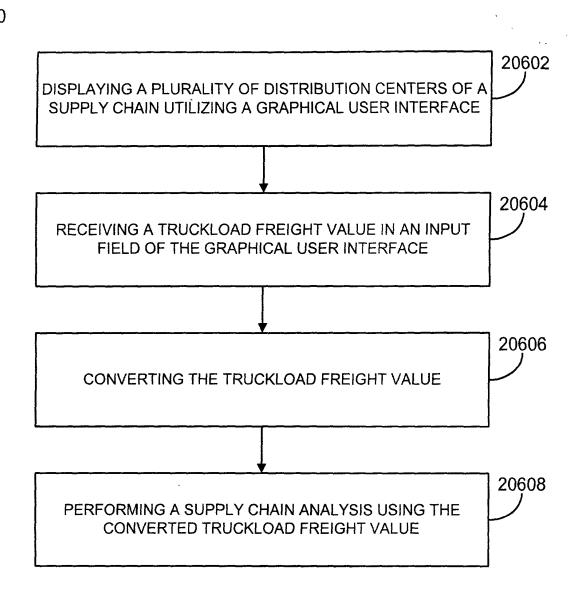


FIG. 206

Analysis Region Fr	orce FOB
	Yes Q No
Distribution Center Name	Site Role
	orporate & FOB Point Corporate & FOB Point

FIG. 207

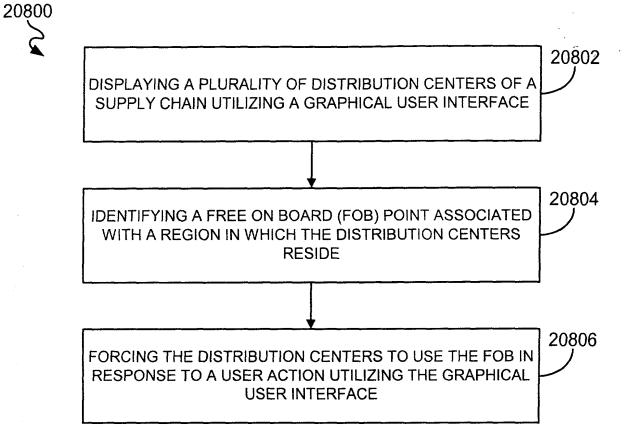


FIG. 208

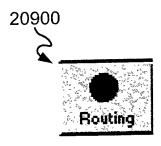


FIG. 209

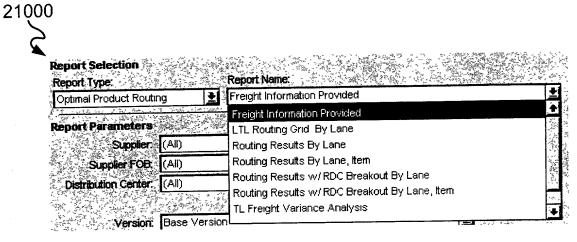


FIG. 210

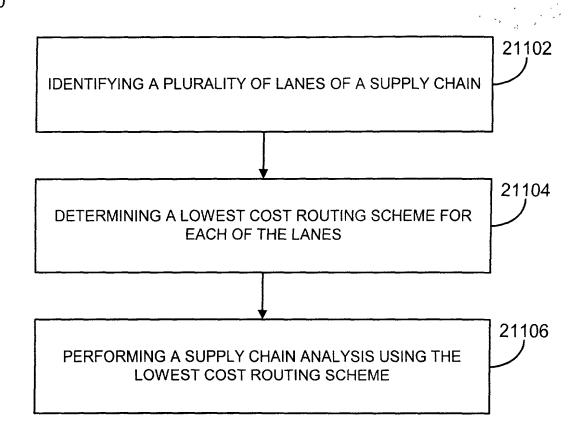


FIG. 211

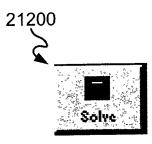


FIG. 212

5	21302		
	Report Selection Report Type:	Report Name:	
ž	Awarded Volume	Awarded Volume by Item - Detail	
7	Comparison Reports Cost Matrix Preview		
3	Optimal Product Routing		
	Tab Reports		
		lew Capacity & Prices	<u>•</u>

FIG. 213

Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight Awarded Volume by Item - Summary Competing DC Freight Analysis by Item Lane Assignment Matrix Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type: Comparison Reports Report Name:

Assigned Volume Percentages (no conversion)

FIG. 216

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion) Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217

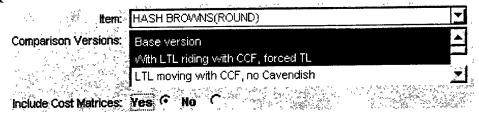


FIG. 218

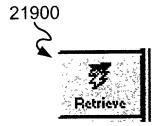


FIG. 219

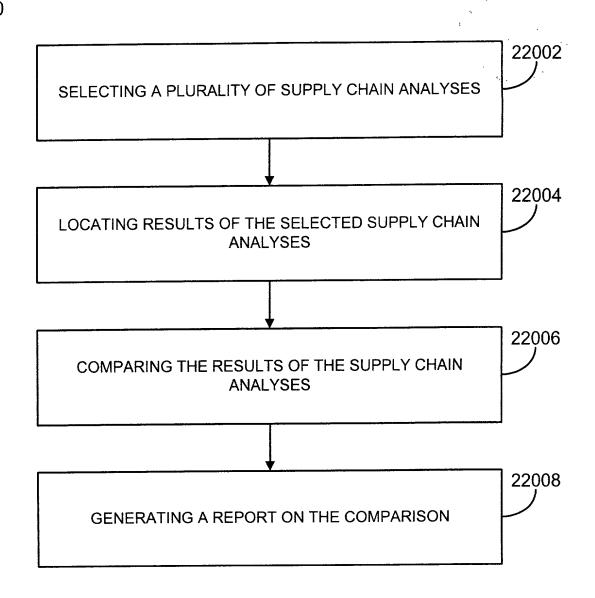


FIG. 220

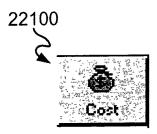


FIG. 221

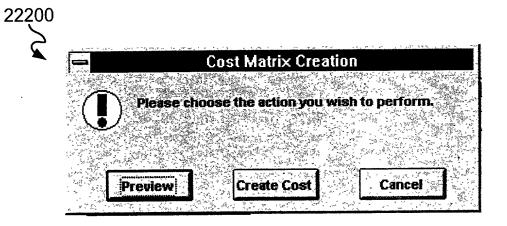


FIG. 222

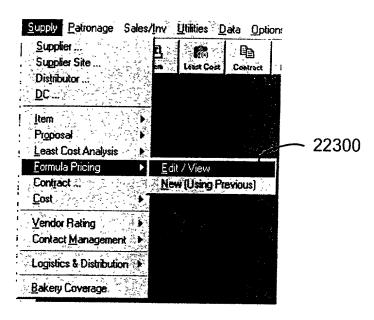


FIG. 223

Formula Pri	cing - BEE	F - 77% - 04	/06/98				50
General Info	Pricing F	eight Form	ulas Block	Cost Adj	istments		
		Pricing ID:	12				
	D	escription:	Beef Pricing 0	4/06/01	grand and a		
		icing Date:	SEEF - 77%				
		egin Date:	<u> </u>	From: 63/ od Date: 63/	\$ - \frac{1}{2}	04/03/01	
FOB	Adjustmen	t Amount:	0.0000				
						The state of the s	

FIG. 224

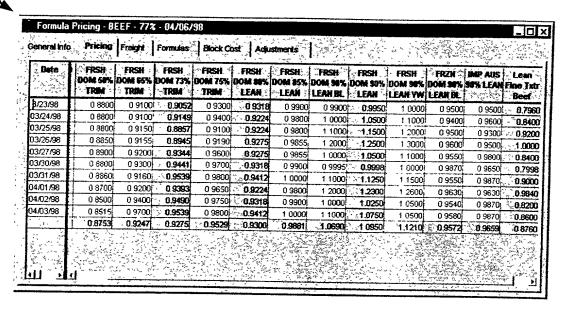


FIG. 225

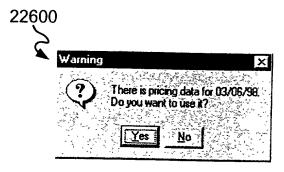


FIG. 226

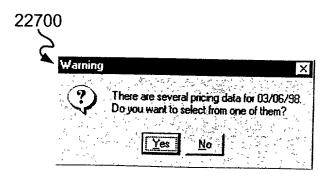


FIG. 227



	Formula F	ricing Sele	ction	X
÷.	Pricing ID	Calc. Date	Description	
5 5 5	10	03/08/98	Beef Pricing 3/8/98	
		D3/23/98	Deef Pricing 3/23/98	

FIG. 228

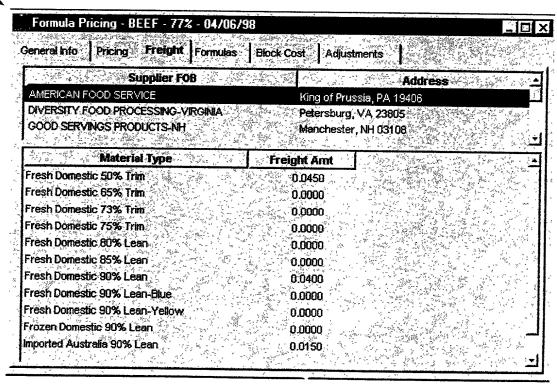


FIG. 229



***************************************	FOSATR	FIN	5TR	FD7	TC.	FDE	46	FD				77.44	- "75-5/3 "	Mark Ages 1	" " " " " " " " " " " " " " " " " " "	ES`+ 2°. - <u>-</u> 48. ₩
Formula	Pct. Cost	Pct.	Cost	Pct.	Cont	Pct.	Cost	Pet.	Cost	FD9(IMA	3.5	JKÇ LF	14 3	Total
AFS-1	0.3120 0.287		1	***		F C14		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		Pct.			Cost	Pct	Cost 0.0911	1.6
DIV-1	0.1400 0.129		0.1949	0.1400	0.1368	7.	1 3 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	7 1 3 1 7 7 Y	6.0.7				0.3139		0.0911	8.984
GS-1	0.3270 0.304		1.73				2., 24	- 1 T							*****	8.994
S8C-1	0.2414 0.220		1			0.2179	2.50	0.2179	0.2153				U.3548		0.1303	8,986
SER-1	0.3250 0.292				<u></u> ,	0.2113		0.2118	0.2153		0.2386		11,700		0.0956	8.972
TEX-1	0.3090 0.276		- ```	· · ·				,	إنتيث				0.3571			8.958
NH-1	0.3250 0.295				1 1		***	200	*				0.2452			. 0.991
MS-1	0.3325 0.297		1					\$500 mg	<u> </u>							1.976
****	3 0,0024 0,23r				2 2	3 - 192 3 - 192	*** ** !	A 2 35 - 1	<u> </u>	0 4675	0.5165	0.1000	0.0968	0.1000	0.0890	1.0016
~ 7. v .		1300	Topic Silver	4 Jun (3	" (Things of the		78 T 1850	7-1351	9 P.J.			5				Bar &
. ₹ . ~ ;			W	1 mg 2 mg 1 mg 1 mg 1 mg 1 mg 1 mg 1 mg	S. A. M.	برنظان د الم مواليم تنس	arra a comb		100	'4 ²¹ "	- 4	ar Jack				
		والإنواد المسامل			Frank St	- X.	7	3-10-12		21/2	Y		13-30.	100	S 7 7 33	11.5%
3 - 3 - 3 - 3	Deline Francis	V. 872	- Sect Same	- J- 11.	1 425	4 5 J	30		100		5,*	18 July 19		E Janes I V	1 Care 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	STATE OF
				, " T. S.	16.	4,44	50 P 12 T	228 24	XX 3 - 1 -	T 1				A 17 40		

FIG. 230

	cing Freight 1	Formulas	Block Cost	Adjustment	ls (
Formula Re	w Material Cost	Yield	Block Cost	Margin	FOR Price Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1,1792
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324
S&C-1	0.9721	1.00	\$0.9721	0:1457	\$1.1178
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1,1156
TEX-1	0.9916	0.99	\$1,0067	0.1232	\$1.1299 V
Wil-1	0.9765	. 0.98	\$0.9939	0.1275	Di \$1.1214. 중요V 하는 소리를 보고 있다.
WIS-1	1.0018	0.98	\$1.0202	0.1334	A \$1.1536 € 26 🔽 🔯 💯 💥 📜 💯
		\$4.77°			
		4383-24			
		1/2 - 1 4/3			
5 may 2 mg	and the state of t	* Su *	stuffer (* 1941)	A second	

FIG. 231



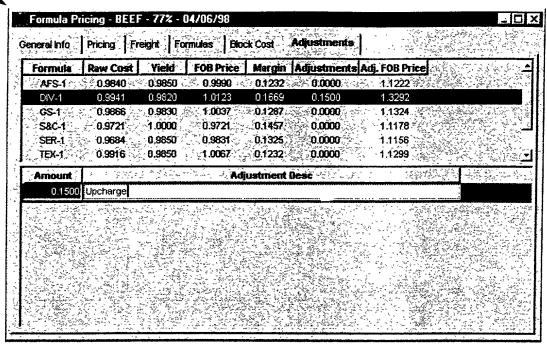


FIG. 232



FIG. 233

FIG. 234



Formula Maintenance				X		
Formula ID Facility	Descr	Description				
5 AMERICAN FOOD SERVICE	American Food S	ervice Formula /	AFS-1	14		
piversity food processing - virg		DIV-1	E S			
GOOD SERVINGS PRODUCTS - NH	Good Servings Fo	Good Servings Formula 1				
Number of Rows: 14				*** ****		
Material Type	2000年4月40年	Begin Date	Percentage			
Fresh Domestic 50% Trim		10/03/1997	31.2000%			
Fresh Domestic 73% Trim		10/01/1996	20.0000%			
Fresh Domestic 85% Lean		10/01/1997	5.0000%			
Fresh Domestic 90% Lean		10/01/1997	18.8000%	Ę.		
				i i		
tumber of Rows: 6			100.0000%	2 4		

FIG. 235

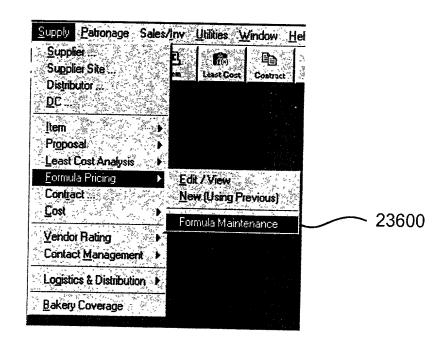


FIG. 236